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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY
MITCHELL BROS. COMPANY
(INCORPORATED).

VOL. XXI.

CHICAGO, ILLINOIS, JUNE 15, 1903.

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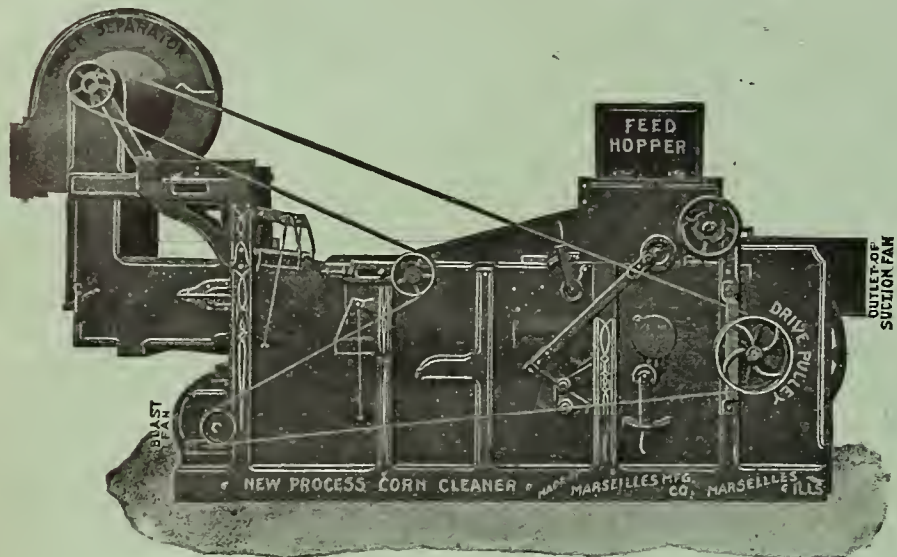
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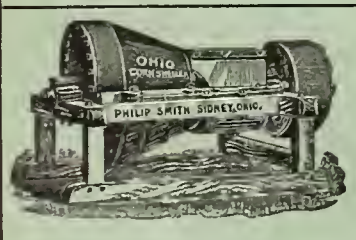
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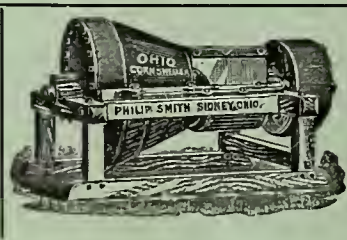
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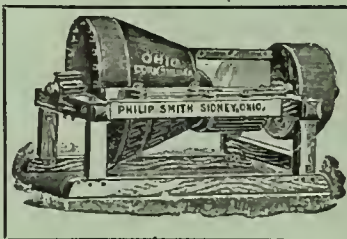
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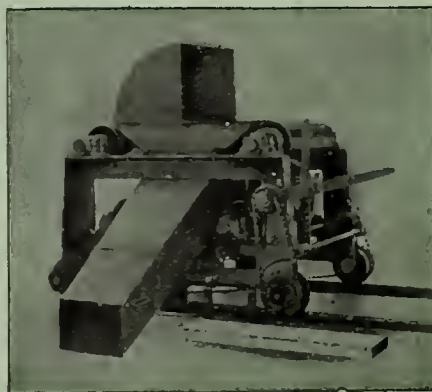
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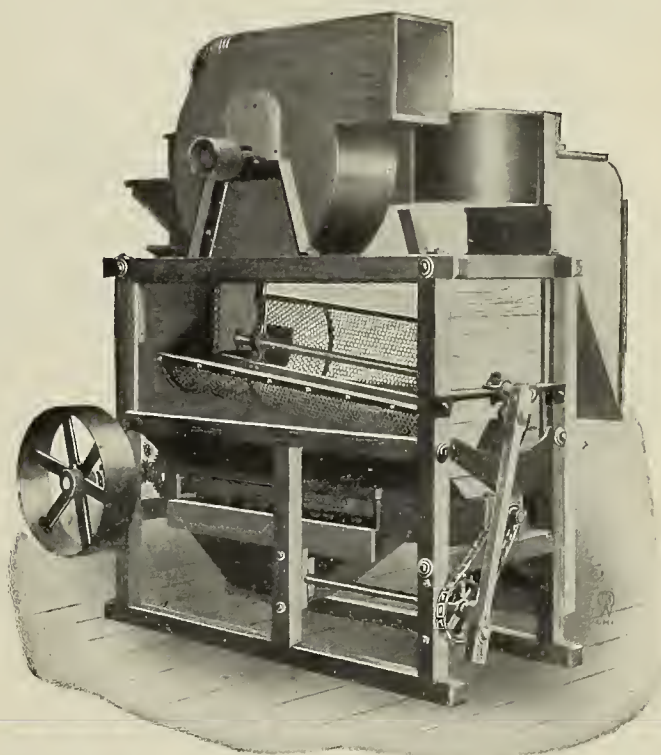
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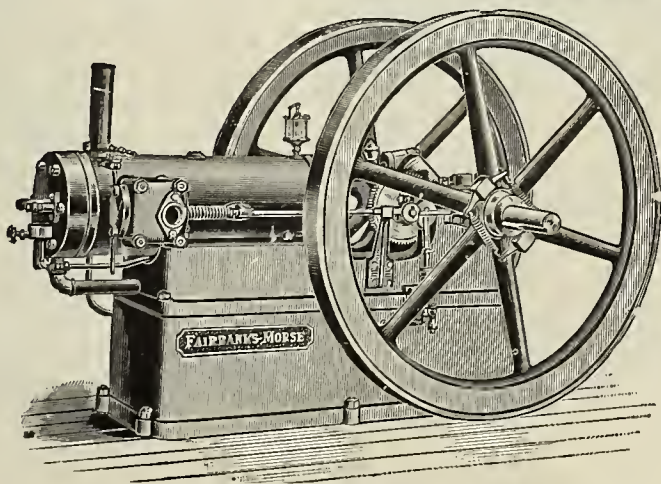
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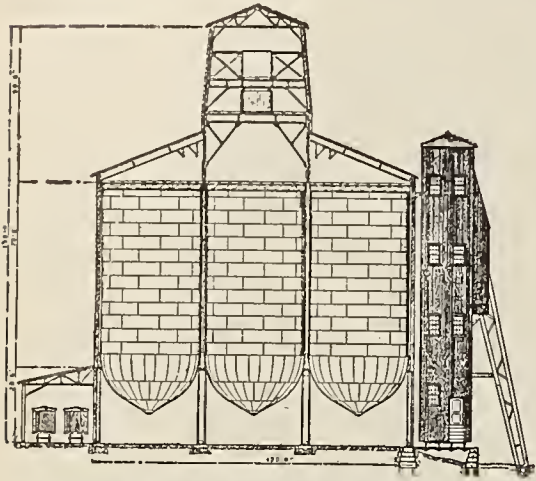
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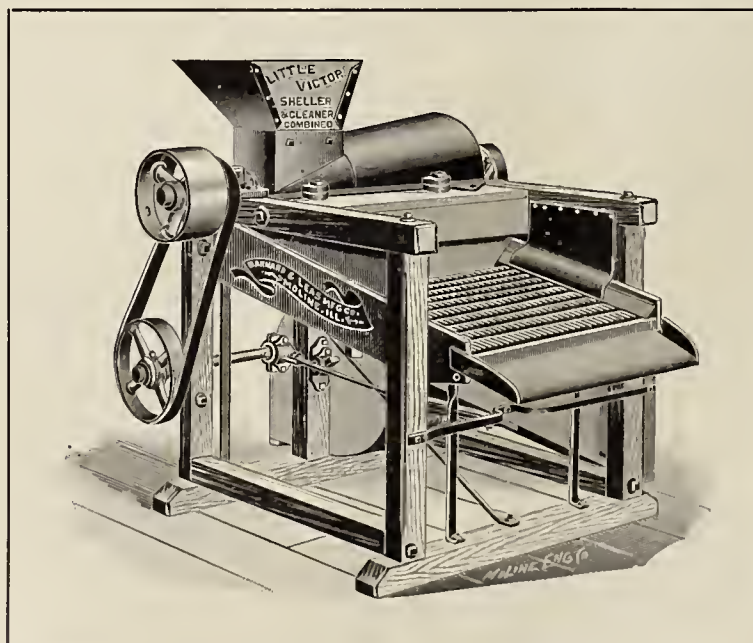
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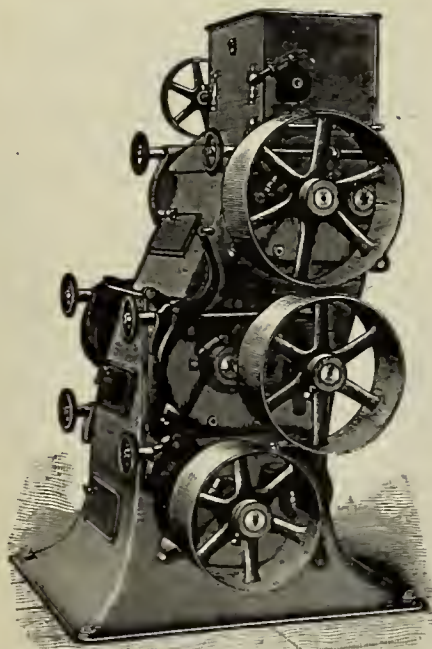
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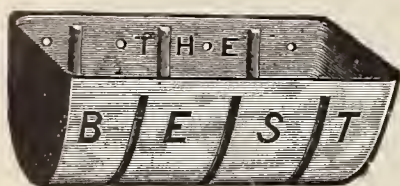
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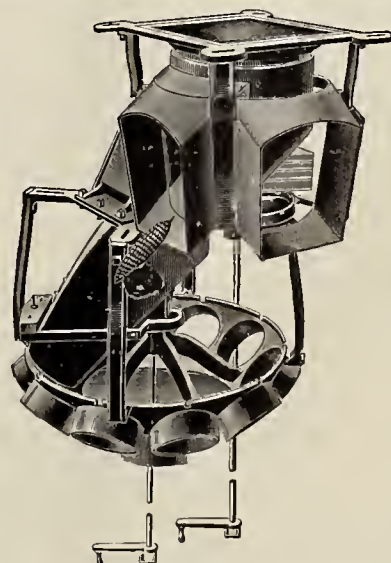
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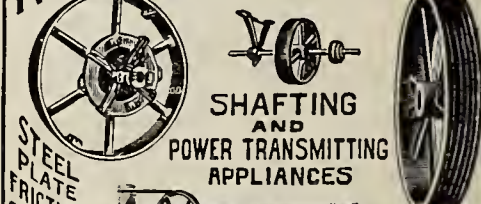
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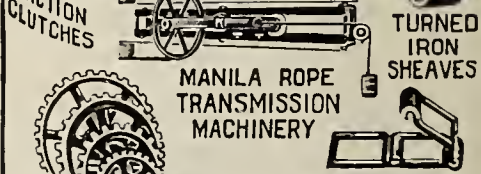
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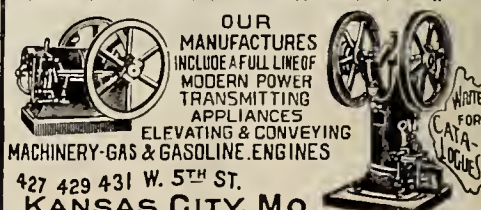
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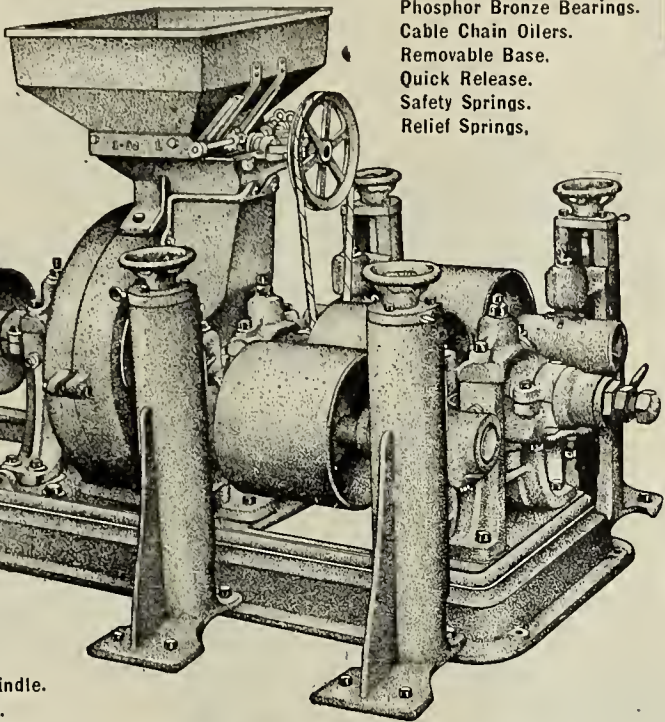
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Wheat Washer, Whizzer and Dryer

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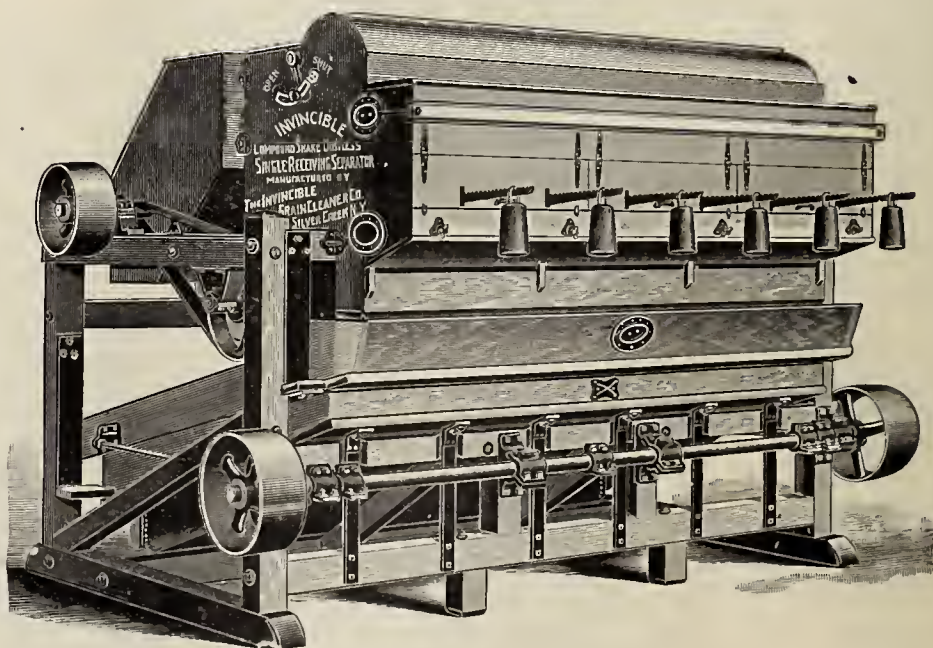
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The Invincible Compound-Shake Separators

Can be placed anywhere in the elevator.
They never shake the building but stand as steady as a rock.
Their work is perfect.
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ALL KINDS ALL PRICES.

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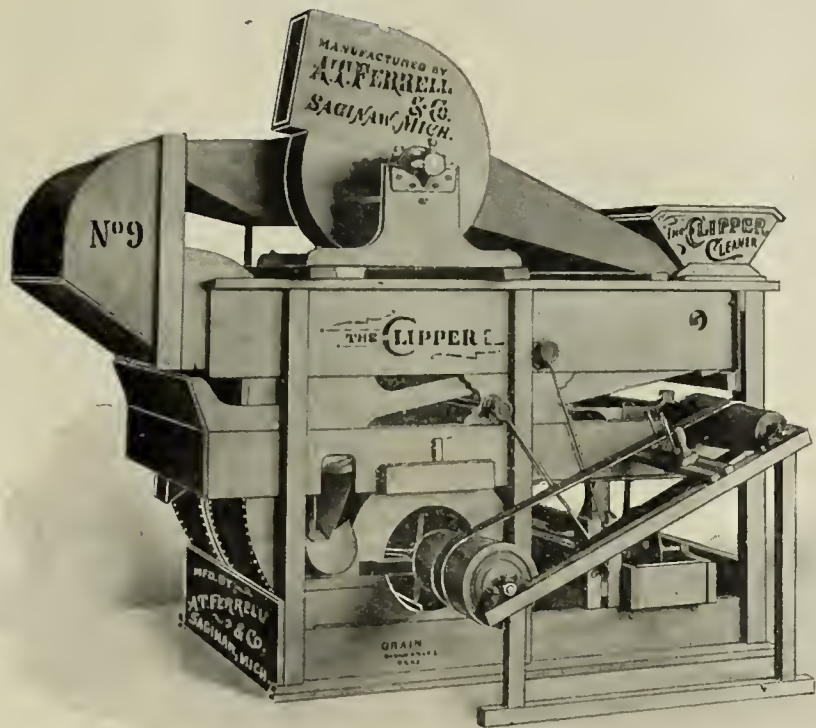
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No. 9 Brush and Dustless Clipper
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WE ARE NOT IN THE GRAIN CLEANER COMBINATION THAT HAS BEEN FORMED TO ADVANCE PRICES. We are making our Cleaners better than ever and incorporating new improvements WITH NO ADVANCE IN PRICES.

Our Cleaners are quickly and easily installed and simple to operate. *We do not have to send an expensive mechanic to set up and start them running and add his bill to the price of the machine.*

The CLIPPER is used in thousands of local elevators all over the country. There is no other cleaner of medium price and good capacity that is so well adapted to this class of work.

Our CLEANERS require but one-quarter the power of a suction Cleaner of equal capacity and will do a far greater variety of work. We have the only successful combination Cleaner on the market, and we guarantee satisfaction.

Write for catalogue and Sample Plate of Perforations. You will find the latter useful, whether you wish to buy a Cleaner or not.

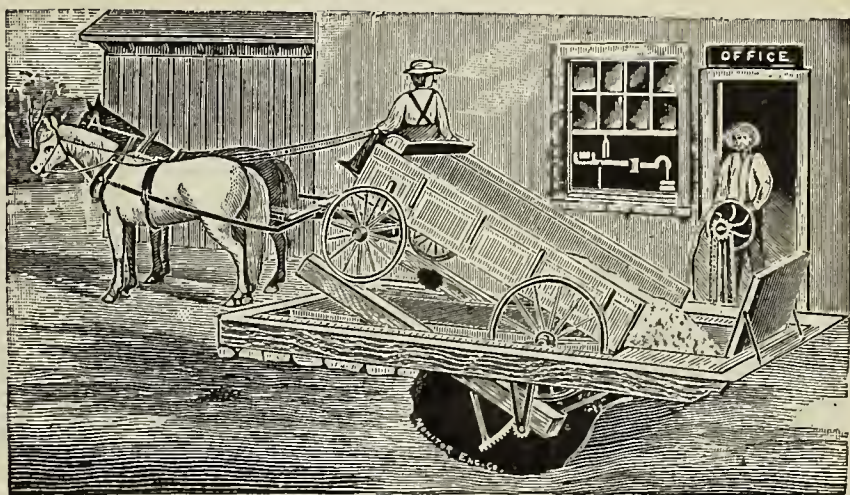
A. T. FERRELL & CO., SAGINAW, MICH.

DRYING GRAIN BY NATURE'S OWN METHOD

Means something more than merely kiln drying it. It means the putting of every kernel into its normal condition. You can do this, but only in a Paine-Ellis Drier. It will handle with equal facility grain containing 50 per cent moisture to that simply damp and musty. It will operate successfully and rapidly at a temperature as low as 110 degrees; a point that practical millers and elevator men will appreciate. Adapted to a wide range of usefulness. Millions of bushels successfully handled annually. Write us for particulars. :: ::

The Paine-Ellis Grain Drier Co.
53 Chamber of Commerce, Milwaukee, Wis.

Gold Dollars



At FIFTY CENTS apiece are CHEAP, but they do not represent a better investment than we offer the "elevator and grain trade" in our

Controllable Wagon Dump.

WINCHESTER, ILL., February 4, 1896.

MESSRS. SAVAGE & LOVE CO., Rockford, Ill.

GENTLEMEN:—Your favor of the 28th ult. received and noted. Last July I put one of your Controllable Wagon Dumps in a Fairbanks, Morse & Co.'s 22-ft. scale, and it has given me entire satisfaction in every respect. In this locality the bulk of grain is as yet handled in sacks, and by tipping the Dump about one-half it makes a nice slant, making it very easy to pull the sacks to back end of wagon, where strings are cut and grain runs out into bin below. Every farmer, without exception, speaks in glowing terms of the merits of this Dump. In unloading loose grain from wagon there is no dump that will equal yours in being easily handled and always under control of operator. No searing horses, no dropping of wagon and no noise. I consider a grain elevator incomplete without the Savage & Love Controllable Wagon Dumps.

Yours truly,
M. C. WOODWORTH.

MANUFACTURED ONLY BY

THE SAVAGE & LOVE CO., Rockford, Ill.

FAIRBANKS, MORSE & CO., St. Paul, Minn., Northwestern Agents.

MONITOR ELEVATOR MACHINERY

Monitor Warehouse and Elevator Separators
Monitor Oat Clippers
Monitor Warehouse Smutters
Monitor Flax Cleaners

Are the Best Machines for Their Work That Are Made



This statement is submitted in expectation and in the hope that every elevator man desiring machinery of this class will investigate the merits of the Monitor line.

Not only do we know, but thousands of elevator men in the country know—who have tested other machines alongside those of Monitor make—that Monitor machines perform their work in a more economical and more thorough manner than any other machines built.

It's the air separations that give to the Monitor line its superiority. It's the air separations that produce the cleanest output, and as no other line of grain cleaning machinery can equal the air separations in the Monitor line—no other line can produce such clean grain and at so little cost.

The air currents in the Monitor line are controllable and can be used light or heavy, as desired.

The supremacy of the Monitor Dustless Warehouse Separator is typical of the rest of the line.

In the Monitor Dustless Warehouse Separator each individual kernel of grain is weighed in the air independent of any other kernel at two distinct periods, freeing a larger percentage of foreign and foul matter than is possible in any other machine depending chiefly upon screen separations with air as a secondary feature.



The Monitor Warehouse Separator is the best machine of its type built.
Monitor Oat Clippers, Monitor Flax and Seed Cleaners and Monitor Feed Packers
are relatively the best in their classes.

HUNTLEY MANUFACTURING CO.
SILVER CREEK, NEW YORK



A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

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CHICAGO, ILLINOIS, JUNE 15, 1903.

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NEOLA ELEVATOR AT MADRID, IOWA.

Among the elevator properties purchased by the Neola Elevator Company of the McFarlin Grain Company of Des Moines was the fine cleaning and transfer elevator at Madrid, Iowa, located in the very heart of the corn country of Iowa. The property consists of the working house and an annex. The annex is 130 feet long and 40 feet wide and 90 feet high, giving it a capacity of 235,000 bushels. The working house is 36 feet square and 100 feet high. Its storage capacity is 35,000 bushels. The building attached to it, with the sloping roof, as seen in the left of the picture, is the engine and boiler room, containing two boilers and an engine of 130 horsepower. Still further to the left of the picture, at the rear of the engine room, is the cob house, 36 feet square and 40 feet high. The office and dumps are on the opposite side of the building.

The operating capacity is from 36 to 40 cars of grain daily, and ten to twelve men are regularly employed.

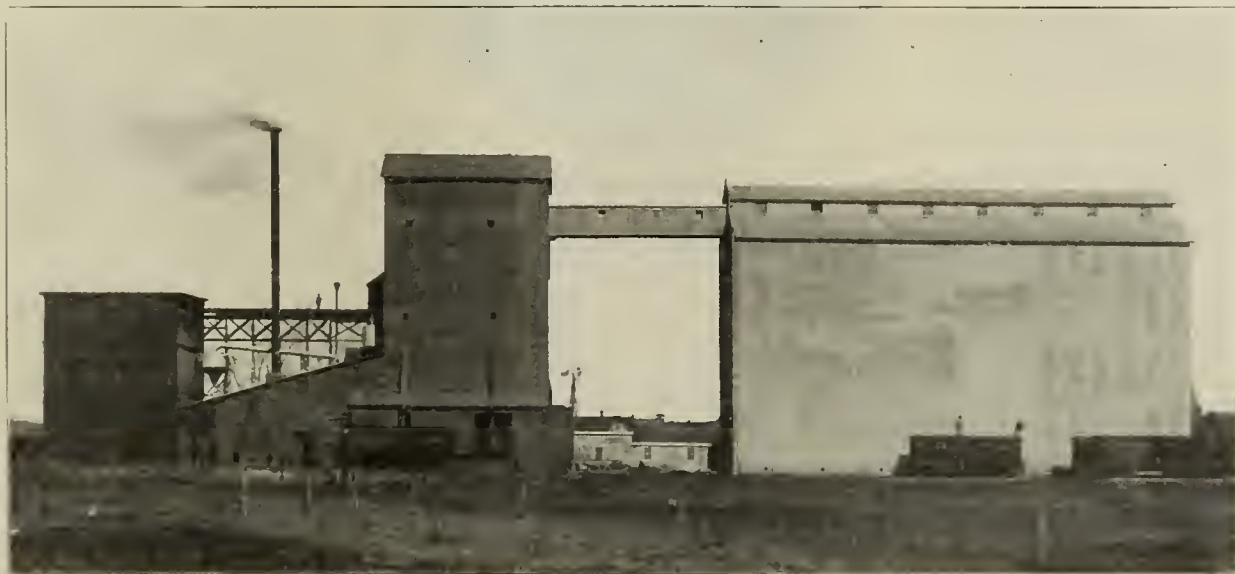
The Neola Elevator Company's manager at this important elevator is H. H. Aldrich, whose portrait appears on the following page. Mr. Aldrich is a native of Ohio, where he worked with his father on the farm during the season and in his father's saw mill during the winter and early spring until 1865, when he went to Iowa and located at Madrid, which in those days was pretty well west.

He was employed at this elevator in 1900 as agent for the McFarlin Grain Company, and the following year was promoted to the superintendency of the elevator and annex, while continuing to act as well as their agent. When the Neola Elevator Company bought the property Mr. Aldrich was retained as agent and superintendent, positions for which his general knowledge and experience as a grain buyer and elevator manager, as well as his cordial and intimate relations with the farmers of the locality, peculiarly fit him.

Mr. Aldrich enjoys the distinction of having exhibited the best samples of ear corn shown at the annual meeting of the Iowa Grain Dealers' Association in April last. The variety was that known as Reed's Yellow Dent.

A RIVAL TO PORT COSTA.

Port Costa, Cal., where the larger part of the grain exported from California (and credited to San Francisco) is loaded, is to have a rival in the grain shipping business at a new port to be established between San Pablo Point and Malate Point.



NEOLA ELEVATOR COMPANY'S HOUSE AT MADRID, IOWA.

contracts for one wharf at the former place and two at the latter having been let by the Richmond Belt Railroad Company, to be finished within ninety days from May 15. Between the two Points warehouses will be built for the storage of grain, and other harbor improvements made to cost in the neighborhood of \$1,000,000.

The new port will be used by both the Southern Pacific and Santa Fe roads, although the former named road had the monopoly of the conveying business to Port Costa. The new port has water deep enough for any ship that can enter the Golden Gate.

It is something not very common for wheat to be loaded in Toledo for Chicago, but that was what the propeller George J. Gould did on May 22. The Gould loaded at the elevator of the National Milling Company, and took about 100,000 bushels at 2 cents a bushel.

RATES IN KANSAS.

A joint meeting of grain dealers and millers of Kansas was held at Wichita on May 20, which was attended by about 80 millers and dealers. The object of the meeting was to adjust the long-standing differences between these two classes of buyers of wheat so that they may hereafter work in harmony.

The millers for some time past have claimed that they could not buy Kansas wheat as low as a Missouri or Nebraska miller could, because the grain dealers have heretofore given the preference to export business instead of to state millers. They have even claimed they were compelled to pay 2 cents per bushel more for wheat in their own state than was paid by the miller from another state or dealers who do an export business. Before the meeting closed, the grain dealers had agreed that they would stand by home industries and give them the preference on milling wheat in their bins or elevators, and will give the home millers' bids the preference over those of foreign millers or exporters.

An even more pressing matter, however, was the matter of freight rates in the state, which both the grain dealers and the millers believe are unfairly high. In order, therefore, to begin a movement for lower rates, the meeting passed a resolution calling a mass meeting of grain dealers, millers and farmers of southern Kansas to be held in Wichita on June 12 to discuss this great question. In speaking upon this subject later, before the Wichita Board of Trade, Mr. H. Herzer, a grain dealer, said that the presence of the farmers was wanted so that they would understand the actual situation. If it came to a fight, he wanted the farmers behind the grain men. As a reason for the agitation he said that the rate on all kinds of grain from Chicago to Boston [is 20c domestic, 14c export] per hundred pounds; to Philadelphia and Baltimore from the same place it [is 16c and 15c respectively for domestic and 12½c and 11½c export] and to all intervening points a proportionate

rate is charged. Then he asked how it was in Kansas and answered his own question by stating that the rate on wheat from Atchison, St. Joseph and Kansas City is 17 cents per hundred pounds. From Topeka to Galveston it is 24 cents, while from Wichita it is 30½ cents, and yet Wichita is 230 miles nearer Galveston than Kansas City. "We have to pay a little more than 8 cents a bushel in excess of Missouri River rates to get our wheat to Galveston."

On May 21 a new tariff was announced, including a 5-cent differential in favor of grain between Kansas points and those of Texas and New Mexico, in effect May 26.

A TOLEDO MERGER.

The Toledo firms, the Paddock-Hodge Grain Company and Churchill & Co., as well as Churchill & Co. of Buffalo and Churchill, White & Co. of Chicago have been merged, and on or about July 1 will begin operations as the United Grain Company (New Jersey corporation) with capital stock of \$400,000.

This merger gives the United Grain Company about 22 elevators on the Ind., Ill. & Ia. road in Illinois and Indiana, 20 elevators on the Clover Leaf system and 15 on the C. H. & D.; also a 250,000 bushels transfer elevator at South Bend, Ind.; the Lake Shore Transfer Elevator (to be rebuilt) at Chicago, with capacity of 500,000 bushels; the Paddock-Hodge Co. (C. H. & D.) elevators, 300,000 bushels, at Toledo, and the Iron Elevator (750,000 bushels) at Buffalo.

The combination makes the United Grain Company the largest company operating in grain east of Chicago. Its component companies have long been identified with the trade in the Middle West, and have been at all times recognized as among the leading houses in the trade.

A SENSATIONAL RAID.

On May 23 the commission brokerage concern of Geo. T. Sullivan Company, 259-261 La Salle Street, Chicago, was raided by the police as a nuisance and fifty-six of the inmates of the place, as well as Mr. Sullivan himself, arrested, the latter declaiming a charge of bribery against certain aldermen, as he was carried off to the Harrison Street station.

Geo. T. Sullivan came to Chicago from New York, where he had been expelled from the Consolidated Petroleum and Stock Exchange, and was employed for a time by bucket-shop and private wire houses, before opening for himself. His shop was denied quotations by injunction by Judge Kohlsaat, which injunction had on May 15 been approved by the U. S. Circuit Court of Appeals. He has had many "branches"—over 100, it is said—including four for the exclusive use of ladies.

The place resumed business on the following Monday, May 25, and has since been open.

Subsequently Mr. Sullivan was twice indicted by the grand jury—for running a bucket-shop and keeping a gambling house.

On the same day the justice court dismissed the cases against the 56 persons arrested as inmates of the place, on the ground that the prosecution had not proved it to be a gaming house.

The raid is spoken of by the chief of police as unauthorized by the police department and an exhibition of excessive zeal by an over-zealous official.

What is called an aftermath of this episode was a raid on certain members of the Chicago Board of Trade on June 3, on warrants charging them with bucket-shopping. But for the fact that President R. G. Chandler and the twenty-five members of the Board of Trade interested received a quiet tip previously that warrants had been sworn out against them on charges of bucket-shopping all might have been arrested. All the accused men, however, who are among the leading grain operators of this city, hurried to Justice Bradwell's court, where they gave bonds in \$500 each. Before going to the justice's court the traders locked up

all books and papers in their vaults to keep them from the hands of constables.

The ostensible complainants in the cases were W. E. Lambert and Warren J. Anderson, small traders, but the person believed to be behind the action is Mr. Sullivan, who has thus declared war.

REBATES IN GRAIN RATES.

On May 11 the Interstate Commerce Commission began an investigation to determine whether the payments or allowances made by the Union Pacific Railroad Company to the Midland Elevator Company, Kansas City, and the Omaha Elevator Company, companies embraced in the Peavey System of line houses, for facilities or services, and the grain rates made to those companies are in violation of the interstate commerce law. The Commission have made public the statement that the enquiry is based on information coming to the Commission that the companies named are purchasing grain at western points of origin and shipping it over the Union Pacific to Council Bluffs and Kansas City, and through these points to eastern destinations; that the Union Pacific uses the elevators of the companies named for handling and transferring grain, for which facilities the Union Pacific pays



H. H. ALDRICH.
Manager Neola Elevator Co., Madrid, Ia.

certain stipulated rates, generally amounting to 1½ cents per 100 pounds. These rates, it is charged, result in large aggregate payments or allowances by the Union Pacific to the companies and are apparently excessive and greater than charges generally imposed or allowed at Kansas City, Council Bluffs and other elevator points. The Commission says it appears that the rebates are not only on the grain purchased by the companies named, but on grain of all other shippers passing through their elevators; and that the allowances may subject other grain shippers to unjust discrimination and unjust transportation charges and enable the companies named to obtain net rates less than in the regular tariffs.

The case was brought as a test of an important question, and the reply of the Union Pacific Company is sufficient to squarely join issue, so that the opinion yet to come will be strictly on the merits of the controversy. The U. P. company frankly admits the fact of the existence of an agreement with the companies mentioned whereby 1¼ cents per 100 pounds are paid by the railroad to the elevator companies for the service performed in receiving, transferring and handling the grain shipped over the Union Pacific at those points. The U. P. Company asserts that these elevators are a necessity to the grain business, and instead of going to the expense and trouble of building and operating them the railroad entered into an agreement with the Peavey System to build the elevators, equip and operate them for the compensation named.

It is further claimed that the allowance made is not exorbitant; that it is not greater than that generally paid for like service; and that it does not subject other grain shippers to unjust discrimination in favor of the elevator companies named. The charge made by the complaint that the allowance enables them to obtain transportation for their grain at net rates less than the tariff is denied.

In his recent decision in the injunction cases Judge Grosscup severely condemned the private elevator plan, which was described in the bills of complaint before him; and he said that it amounted to a substantial injury and discrimination against the grain growers, as it narrowed their market. Under the averments of the bill, he declared, the growers would have the right to injunctive relief. The allegation which aroused this statement was that by placing all the elevator facilities substantially in the hands of one company at the various grain centers, it was made impossible for anyone but the elevator owner to buy the grain in that market. The elevator man therefore made the market, which was not controlled by competition. This investigation by the Commission is, therefore, in line with the position of Judge Grosscup and may have been inspired by his utterances.

THE HARROUN COMMISSION CO. EXONERATED.

In the matter of tampering with the scales in the Sun and Exchange Elevators at Kansas City, referred to in these columns a month ago, the Missouri Board of Railroad and Warehouse Commissioners, on May 20, filed a decision at Jefferson City in which the Harroun Commission Company, operating both houses, is exonerated from the charge of tampering with said scales. The decision is as follows:

In the matter of complaint against the Harroun Commission Company, the Board has fully considered the evidence in this case, and finds that the scales were undoubtedly changed—the incoming scales—in such manner as would make them weigh from three to six pounds light per thousand on each draft; but there is an utter absence of evidence implicating the defendant company as having been in any way connected with said tampering of the scales. We are unwilling to assume or believe that the said defendant would have been willing to hazard the reputation of a lifetime for a few days, at best, of paltry short weights on incoming scales, well knowing that said short weights would be quickly discovered and exposed; therefore, in view of the fact that all weights made on said scales after supposed date of tampering have been properly corrected, the regularity of said Harroun Commission Company as public warehouse men is hereby affirmed, and the case dismissed without prejudice.

The directors of the Kansas City Board of Trade, without waiting for the decision of the Warehouse Commissioners, had declared the Harroun elevators irregular for the delivery of grain on Board of Trade contracts; and there have been hints of a law suit for damages, the affair having been used by some parties to injure the Harroun Company and its business.

There was an element of mystery in the whole affair. Members of the weights committee of the Board were unwilling to give out any information about the case. The directors in taking action on it pledged one another not to tell how the vote stood. When the discovery was made that the scales had been tampered with, the weight bureau of the Board of Trade had them restored to their proper balance without affording an opportunity for investigation.

It is reported at the Pittsburg Grain Exchange that the real origin of the fire which recently consumed six cars of hay at the South Avenue (Allegheny) yards of the Baltimore & Ohio Railroad was caused by tramps and not by spontaneous combustion. The railroad company has no warehouse in the South Avenue yard. A request for a watchman was made on May 14 and turned down, the railroad officials claiming that it was not necessary to add this additional expense. It is thought the recent fire will change their opinion in regard to this matter.

IN RE LEITER.

The "Leiter Deal" has again been brought to the surface for inspection, the announcement having gone out from New York within the past thirty days that Mr. Joseph Leiter had tired of his load of debt, growing out of his historic "gamble," and had offered to settle at 20 cents on the dollar, with the alternative of the bankruptcy court.

This publication disposes of the supposition entertained by the general public that Leiter *pere* had settled the debts *de son fils* contracted while playing the honorable role of "grain merchant." It is said, indeed, that Mr. Leiter did take care of all those whom he considered as identified with the cash operations of his son—the banks and certain commission and other houses; but having no love for what he was pleased to call the "gamble end" of the deal, he let the houses having claims growing out of speculative trades whistle for their money.

In the meantime, however, Mr. Jos. Leiter has made money, and it is to his honor and credit that he has paid large sums on his unliquidated indebtedness—\$4,500,000, it is said, since 1898. With such earning capacity, Mr. Leiter, who is young yet, ought not to despair of a final honorable recovery from his load of debts, provided his creditors do not by drastic measures impair that earning capacity.

It is said the proposition to pay 20 per cent is guaranteed by his father, and that more than half those interested have agreed to accept the amount offered.

AN EQUITY PRICE FOR WHEAT.

The American Society of Equity, an alleged farmers' organization with headquarters at Indianapolis, on May 24 rescued itself from public forgetfulness by issuing a "general bulletin" urging farmers not to sell their wheat for less than \$1 (Chicago) per bushel. The bulletin says:

"The lowering of prices of all farm products that is going on at present is a most alarming condition. Unless it can be stopped or controlled at a safe and equitable point it is surely the beginning of the end of the era of prosperity that our country has enjoyed.

"Let everybody consider this prediction and take warning. Let those who have large interests and investments stand appalled at the spectacle of large crops being produced which may not return the producers a fair and profitable reward.

"For proof that wheat should be worth \$1 per bushel at Chicago, study these figures:

"The total wheat crops for eight years were: 1895, 467,000,000 bushels; 1896, 428,000,000 bushels; 1897, 530,000,000 bushels; 1898, 675,000,000 bushels; 1899, 541,000,000 bushels; 1900, 522,000,000 bushels; 1901, 748,000,000 bushels; 1902, 670,000,000 bushels.

"The visible supply on May 1, for the past ten years, was as follows: 1893, 73,000,000 bushels; 1894, 65,000,000 bushels; 1895, 62,000,000 bushels; 1896, 55,000,000 bushels; 1897, 35,000,000 bushels; 1898, 24,000,000 bushels; 1899, 28,000,000 bushels; 1900, 50,000,000 bushels; 1901, 47,000,000 bushels; 1902, 40,000,000 bushels; 1903, 35,000,000 bushels.

"You will note that the visible supply May 1 of this year is the lowest, with but two exceptions, for ten years, and this notwithstanding the fact that the two years preceding were years of largest production in the history of the country. The crop last year was over 200,000,000 bushels more than was produced either in 1895 or 1896, and the year before (1901) the crop was almost equal to what was produced in both of these years. You can see in these and other comparisons that could be made, proof of enormous increase in consumption and disappearance of the wheat crop. . . .

"It is evident that the American farmer cannot produce over about twelve bushels of wheat per acre on an average, which at 88 cents per bushel represents \$10.56 per acre to cover all the work, seed, twine, thrashing, marketing, etc., an amount that scarcely equals the simplest machine that the farmer buys, yet which only represents a small fraction of the factory investment, capital, and labor employed.

"Who dare say in the face of these evidences and considering the present higher range of values for nearly every other commodity produced in the country, that wheat at this time and for the next crop is not equitably worth \$1 per bushel on the basis of the Chicago market and that other farm crops should be on a corresponding basis?

"Farmers, keep this matter in mind; keep \$1 wheat (\$1 at Chicago) before you, and you will get it as sure as the sun rises in the east and sets in the west. Above all, however, we implore you, don't be fools. When you get the equitable price, let it go. Sell on the basis of \$1 and no less, but don't hold for more or you may run up an unwieldy surplus, which must eventually compel lower prices."

ARTHUR H. SMITH.

Arthur H. Smith, who on March 1 last began traveling for the Huntley Manufacturing Company, with headquarters at 206 Lansing Avenue, Jackson, Mich., was born on a Michigan farm on June 18, 1871. At the age of sixteen, however, he began his mechanical career as assistant to his father, F. M. Smith, now general western agent of the Huntley Manufacturing Company, in a mill at Nashville, Mich. Having finished his apprenticeship of five



ARTHUR H. SMITH.

years at Nashville, he went to a mill at Woodland for two years, and afterwards worked in other mills in Michigan, widening his knowledge and experience with each remove.

Finally, in the summer of 1898, he took a position with the Central Elevator Company of Chicago, where he was put in full charge of the cleaning system and the oats clippers, a position which he retained until he entered the employ of the Huntley Manufacturing Company on March 1. Mr. Smith's experience will make him peculiarly valuable to the Huntley Company's patrons, both in the mill and in the elevator.

A CHICAGO MERGER.

The firms of Bartlett, Frazier & Co. and Carrington, Patten & Co. have been merged, forming the firm of Bartlett, Frazier & Carrington, the personnel of the new organization being W. H. Bartlett, F. P. Frazier, C. B. Pierce, John P. Grier, W. T. Carrington, George W. Patten, James A. Patten, and H. J. Patten. Messrs. Grier and Carrington will look after the New York interests and Mr. Grier is to be the Stock Exchange member. The New York office will be at 7 New Street, opposite the new Stock Exchange building.

The elevator interests of the firm will extend over a large territory, the firm's houses having an elevator capacity of over 10,000,000 bushels, with terminal elevators at Chicago and South Chicago of a capacity of 8,000,000 bushels, and transfer and cleaning elevators at Joliet, Dubuque, Kankakee and Cairo. The firm will work along the Illinois Cen-

tral railroad. The Trans-Mississippi Elevator Company of Omaha, which operates at country stations in Iowa and Nebraska, is also to be included. The consolidation makes the new firm one of the largest operators in the West.

NEW ELEVATORS AT DULUTH.

In order to give room for additional elevator buildings at Duluth, the city council has been petitioned to vacate certain portions of the plat of Rice's Point. As an evidence of good faith the petitioners recite that in case of the vacation asked for, three new elevator plants will be erected during the coming year on the Point, which are specified as follows:

Eastern Elevator Company—Work-house and tank storage having a capacity of 1,000,000 bushels, dredging and crib construction in the slip; cost, \$225,000.

Pioneer Steel Elevator Company—Steel elevator having an estimated capacity of 1,000,000 bushels; cost, approximately \$250,000.

McCarthy Bros. & Co.—Steel elevator with a storage capacity of 1,500,000; cost estimated at \$275,000.

The most definite statement came from the Eastern Elevator Company, which was to the effect that its property had been purchased and that it was intended to begin work on the building next fall. A workhouse and storage tanks will be built and \$25,000 spent in fixing the slip adjoining.

The proposition of the Pioneer Steel Elevator Company was to the effect that it had purchased the site and would soon begin filling it and getting it ready for the building.

McCarthy Bros. & Co. were not prepared to say how soon their work would begin, but said they are preparing to erect an elevator which will be modern in every particular.

AGAIN REORGANIZED.

That funny aggregation in Kansas of which James Butler is conspicuous as general manager and chief horn-blower, is like the genus homo in general, who, as Pope saith, "never is but always to be blest." And so after several failures to get into the financial band wagon in past years, the scheme has again been reorganized, just like any old common trust that had been deluged with water in a first attempt to milk the public.

Last year it was the Kansas Grain and Live Stock Shipping Association. At the meeting held at Topeka on May 22, this company disappeared and the Farmers' Coöperative Shipping Association was organized on its ruins, the members of the new company, as we are told, being taken from the ranks of the former association. It is hoped this new "merger" will be able to be what the former association failed to so be—"be a closer bond of union of the local farmers' shipping associations."

The capital stock is \$200,000, and the officers as follows: James Butler, president, Topeka, Kans.; J. G. Goings, vice-president, Minden, Nebr.; H. R. Signor, secretary, Numa, Okla.; R. L. Milton, treasurer, Stafford, Kans.; C. B. Hoffman, business manager, Enterprise, Kans., and S. H. Allen, attorney, Topeka, Kans.; directors—James Butler, S. H. Allen, Topeka, Kans.; Frank Wright, White Rock, Okla.; H. R. Signor, Numa, Okla.; H. H. Shull, Argonia, Kans.; J. G. Goings, Minden, Nebr.; R. L. Milton, Stafford, Kans.; C. B. Hoffman, Enterprise, Kans., and Dr. F. Englehard, Rising City, Nebr.

We are advised by that sympathetic journal, the Topeka Capital, that, "It is the plan of the concern to pay a dividend on the capital stock. After this is paid the surplus will partly be used in improving the system and partly in paying rebates to all stockholders who have sold grain to the elevators of the company during the year. The regular market price for the locality from which the grain is shipped will be paid, the advantage derived from the company by the shippers being in the form of these rebates."

Vesselmen at Chicago now want a "strike clause" in all B/L's.



OFFICERS AND STAFF OF ROSENBAUM BROTHERS, CHICAGO.
 1. E. L. Glaser, President. 2. Ralph McDermid, Secretary. 3. Theodore Speltz. 4. Ralph A. Schuster. 5. Fred D. Steever. 6. Emil C. Butz. 7. Wm. Renstrom. 8. Ralph Poole. 9. Louis Vehon. 10. W. G. Woodman.
 11. James Adams. 12. M. Vehon. 13. George Hogge. 14. F. G. Harvey.

ROSENBAUM BROTHERS, CHICAGO.

There's an old saying "As the twig is bent the tree's inclined," which is universally true in the natural world; and the principle is no less true where business questions are involved. To be successful a firm should be well founded on what are known as right principles of mercantile conduct, then it must grow straight. Then, when the system on which it was founded is carried out through



OFFICE OF ROSENBAUM BROTHERS, CHICAGO, ON A BUSY DAY.

its career, it becomes known for its solid standing and unimpeachable business methods. It was this idea that dominated the mind of the late Morris Rosenbaum when in 1873 he founded the firm of Rosenbaum Brothers, now among the old and successful grain firms operating on the Chicago Board of Trade.

In the accompanying pictures we show a half tone cut of the officers and employes of the firm, the office in Room 77, Chicago Board of Trade Building, on a busy day, and a picture of the elevator which is located on the Belt Railway at Eighty-fifth Street, South Englewood.

Mr. Rosenbaum remained in active control of the business he established until the day of his death on January 15, 1902, since which time the affairs of the house have been directed by Mr. Edward L. Glaser, Mr. Rosenbaum's son-in-law. Mr. Glaser in taking over the responsibility of directing the destiny of the house, made no radical changes in the personnel; his aim having been to continue the broad and liberal policy which had built up the business and which has held the confidence of all those who had business relations with the firm.

The present large business has been placed on a good working system and is divided into departments, each of which is in the personal charge of a competent manager, all being under the general supervision of the president.

As the large picture shows, the present personnel of the firm is made up of energetic young men, each of whom has had active experience in his respective department for a number of years and is consequently considered an expert in his special line.

The department of finance, policy and general management is in charge of the president. Mr. Glaser has had ten years' experience in the general grain business, his particular specialty being choice milling wheats.

The investment department is in the hands of the secretary, Ralph McDermid, who has grown up with the house and is conversant with all its workings. His time and energy are especially devoted to the execution of customers' orders for speculative investments on the market.

Emil C. Butz has charge of the barley department. Mr. Butz has been identified with the handling of barley for the past thirteen years, his experience covering also the manufacture of malt and the

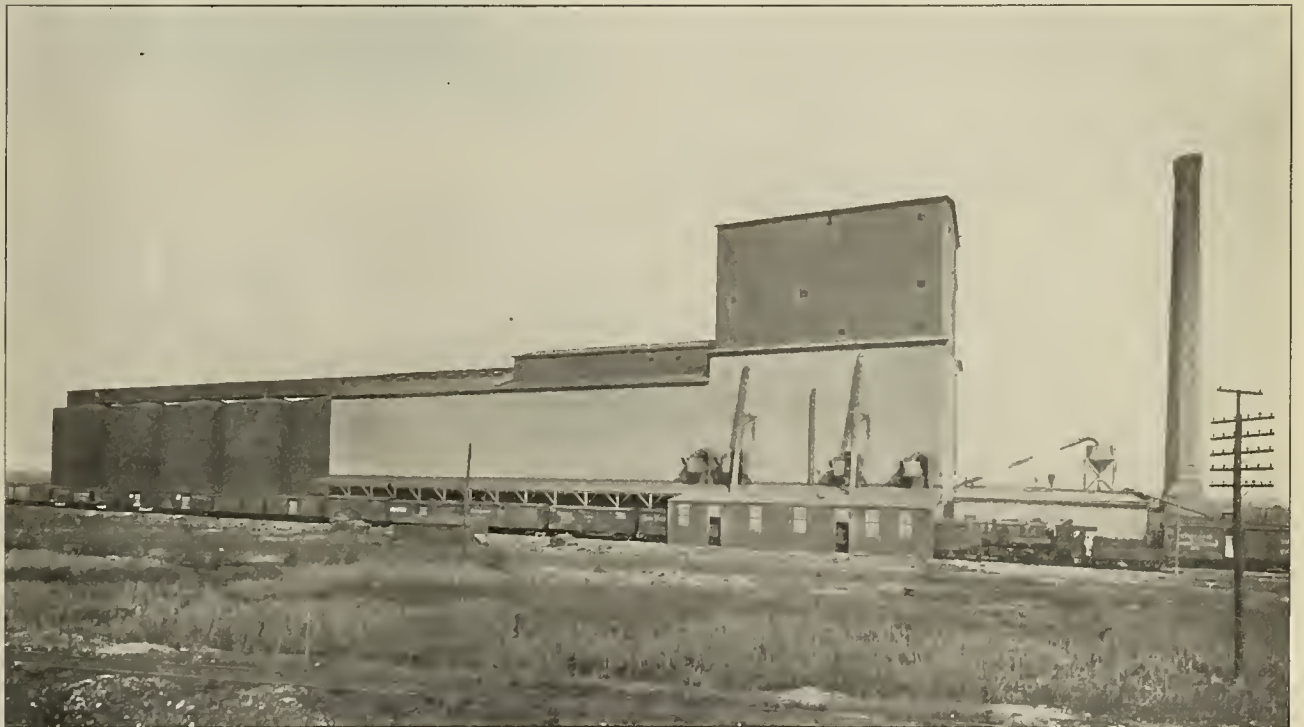
grading of elevator barley, as well as the selling of the finished product. Timothy and clover seed are also given special attention by this department. Ralph A. Poole is assistant and corresponding secretary of the barley department and gives prompt attention to all requests for information.

The shipping department is in charge of Ralph A. Schuster, whose experience in the grain trade both in the East and in the West particularly fits him for this place.

The oats and corn department is under the di-

rection of Fred D. Stevers, a son of the late Martin D. Stevers, favorably known to the grain trade for years. He was practically born to the grain business and has been actively engaged in the sale of cash grain since 1887.

Louis S. Vehon takes care of the Western wheat and flax department. Mr. Vehon has also grown up with the house and for the past two years has made a reputation for the house by his splendid work in the sale of consigned wheat.



ROSENBAUM BROTHERS' ELEVATOR, ON THE BELT RAILROAD AT SOUTH ENGLEWOOD, CHICAGO.

The milling wheat sales department, is in charge of Wm. Renstrom, still another young man who has grown up with the house and devoted his time and energy to the sale of milling wheats to Eastern millers and exporters. He has a wide acquaintance and is popular with the millers.

The railroad rate and routing department is directed by Geo. A. Hogge, an old railroad man, who is thoroughly conversant with road rates and routing. He also has charge of the counting room and supervision of the clerical force of twenty-five people.

The cashier department is taken care of by J.

A. Adams, who has charge of all details and work coming under this department. His experience has been extensive and he enjoys the confidence of his associates.

The correspondence department is in charge of M. L. Vehon. This department employs four rapid and competent stenographers and all inquiries and business matters receive immediate attention. The house stands ready to give any desired information relating to the grain business in its power at all times.

The traveling men of the firm are Theodore Speltz, J. G. Woodman and F. G. Harvey. Mr. Speltz covers Minnesota and South Dakota territory. He is a Minnesota product and since graduating from the farm has had a number of years' experience in the grain business. As a traveler he has been very successful and has many friends throughout his territory. Mr. Woodman calls on the firm's patrons in Illinois and Western Indiana. He was for years in the state grain inspection department, is a thorough student of grain in all its branches and conversant with markets and conditions. F. G. Harvey is the Iowa representative, where he was a shipper of grain for several years. He understands the Western trade thoroughly and his strict attention to the interests of his customers has won him the confidence of a large number of Iowa shippers.

The general business of the firm is further divided into two grand divisions. The Western, or receiving and commission branch, and the Eastern, or shipping branch. Each of these divisions is entirely separate from the other and run wholly independently of the other. All consignments received by the house are sold on the open market and all purchases for shipment are also bought in the open market. On no account is consigned grain taken by the shipping department without proper bids to shippers.

HEAVY COAST FAILURE.

Eppinger & Co. of San Francisco, one of the largest grain firms on the Pacific Coast, doing a heavy export business with Europe, failed on June

6 with liabilities in the neighborhood of \$1,350,000 and assets of \$700,000. The collapse was due to the demand of the London, Paris and American Bank that Eppinger & Co. take up their paper.

Eppinger & Co. consisted of Jacob Eppinger, founder of the business, and Herman and B. Eppinger. The firm was a member of the late "Big Four" combination, with grain warehouses throughout California and port facilities at Port Costa.

Texas, about June 1, began selling new wheat for June shipment, a few purchases having been made by Chicago houses operating in that state.

OHIO GRAIN DEALERS MEET AT PUT-IN-BAY.

The twenty-fourth annual summer meeting of the Ohio Grain Dealers' Association was called to order at 10 o'clock a. m., June 4, in the annex of the Beebe House, Put-in-Bay Island, Ohio. All the attending delegates and guests were present, and President H. S. Grimes, who was in the chair, opened the session by requesting Secretary J. W. McCord to read the minutes of the Columbus meeting, held October 14, last.

Mr. McCord said these minutes had been published in full by the trade press and that most of those present were familiar with them. He, however, reviewed briefly the more important matters taken up at the October meeting.

Following this, President Grimes made his welcoming address. He said the original idea of the annual summer meetings was to have the grain dealers come together for an outing and not for business. While it had subsequently been decided to make the Association a business organization, the result of which decision had been very advantageous to every member, the fundamental idea of an annual good time had not been lost sight of.

Mr. Grimes called attention to the necessity of all grain dealers being members of the Association, and congratulated those present on the success of their organization. He said that the Ohio Grain Dealers' Association now had 324 members, and that while the attendance at this meeting was not as large as he could have wished, he was sure that the quality of the attendance made up for the lack of quantity. The Put-in-Bay meetings were informal. The members met here to talk over affairs and establish harmonious relations with one another. Members were urged to take advantage of what the Association offered, especially in the matter of arbitration. All difficulties should be adjusted through the arbitration committee.

In conclusion, Mr. Grimes said that the producer, as well as the grain man, was being benefited by the organization. There was now no necessity of wild-cat dealers; the organization assured the producer a safe market for his grain. Although it is difficult to get the farmers to understand this, they are realizing the true situation more fully every day. I believe to-day that if the organization were to go out of business, the result would be disastrous to producers. The country is now enjoying a great era of prosperity and there is nothing that I can see that will prevent the prosperity of this country continuing. Everybody is successful; you cannot stop the flood. Gentlemen, I thank you.

After the applause that followed these remarks had subsided President Grimes said there was one thing he had neglected to mention and that was in reference to the American Farm Company. The secretary has the data and will be able to tell you more about it than I can. We will now listen to the joint report of the Secretary-Treasurer.

Mr. McCord then read his report which was as follows:

In reviewing the work of the past year, the prominent question first presenting itself to all of us is: What good has been accomplished to the individual in the way of direct benefits or, rather, in a substantial way in dollars and cents? I leave this question to be answered and decided by the individual, reminding you that you should lose sight of the selfish interest and rather consider your lot cast with the common interest at large. The dollars and cents represented on your bank account do not represent the real benefits when viewed from a broad liberal unselfish basis. If, as we claim, the general conditions have been improved, you have, equally with your neighbor, received directly and indirectly the advantages of the work accomplished. For us to occupy defensive ground, as we constantly do in these times of organized effort in all departments of commercial activity, and not hold a position well to the front; then, sooner or later we will be found in the rear ranks and on the verge of defeat. It is only by strenuous personal efforts and well organized action as a body that we can hope to advance our interests or ever successfully resist encroachment on our rights. As we look over the field of action and see the formidable array of obstacles that have developed against our interests, in late years, we wonder how we have made progress or even held our own. The free-for-all methods which obtained with us in business a few years since, if in practice to-day, would bankrupt the greater part of those engaged

in the trade, and elevator property would go begging at twenty cents on the dollar.

I will not occupy your time by enumerating the advantages, privileges, concessions direct and indirect, once familiar to you all, that were in former years accorded to the grain trade by the numerous common carriers. These things are now only history and the old time "snaps" have been absorbed, so to speak, in the community of interest idea so prevalent in these days of practically one common carrier. The grain man of to-day must be alive to the situation. He must work just as intelligently and methodically as the farmer, the banker, the merchant, the railway manager. The old-time haphazard plan will not win. Nothing "just happens" these days to the grain man, but death, taxes and hot corn. Reduce death and taxes to the minimum and eliminate hot corn, and we would indeed be a happy family.

It is not possible for us at this time, our twenty-fourth annual meeting, to so wisely determine the great factors of the grain trade, as to completely bring about the millennium, but we can, by harmonious and concerted action and understanding, advance to the threshold of our twenty-fifth anniversary with a knowledge that we have not labored in vain, that we know each other for the better, with increased confidence in and charity for our brother dealers, with respect for ourselves and the honorable calling in which we are engaged, and, not least, with a good feeling and best wishes for the deserving farmer, the producer of the sustenance of our business.

Under the present arrangement, our membership is undergoing a radical change. Prior to the affiliation of this Association with the National, and



C. H. TINGLEY, COLUMBUS,
Vice-President Ohio Grain Dealers' Association.

prior to the formation of our local district associations, our membership was all of one class. Now by reason of transferring all track buyers and commission firms to the National, and transferring members at large of the state association to the district associations as fast as organized, we find ourselves with eighty-six (86) members at large, as compared with over two hundred (200) two or three years since.

However, our real strength in numbers is to-day greater than ever before, as in reality we have lost none of the membership, except to change their relationship.

The Ohio Grain Dealers' Association is an affiliated body of the Grain Dealers' National Association, and as such has affiliated its membership at large and also the membership of its district associations, the Miami Valley, Western Ohio, Middle Ohio, and North Western Ohio Millers' and Grain Dealers' Associations, to the National Association, thus forming an ideal working arrangement, insuring the greatest possible results in the work of the Association, as it leaves each district to manage its own affairs as best subserve the conditions existing in the particular territory. The excellent work accomplished by the four district associations just named is the most convincing evidence of our plan of organization. We have good reason to expect the formation and affiliation of two or three more district associations, and when done, the state will be practically covered and we will be in position to do work not equalled in results by any other state association.

Ohio stands to-day foremost as an association, doing quiet, effective work with fewer disturbing elements than any other association, and with equal benefits and advantages derived. We take pride in that we have not arrayed against us a horde of farmers' co-operative schemers, building elevators and causing internal strife and dissensions. We also take pride in believing that our producers, the farmers, have confidence in and respect for our dealers and our Association, and do not generally consider association work inimical to their interests. There has never been a time in the history of the trade when our dealers knew each other

better and had more confidence in each other and more consideration for each others rights, than at the present time. To say nothing of all the other benefits derived from association work the pleasant relations of harmony, confidence and respect for each others rights more than ten-fold compensates for all our sacrifice of time, effort and money contributed to the cause.

It has been my pleasure as your secretary to meet frequently with the different district associations in their social and business meetings, and I assure you that I have gained valuable knowledge in association work by coming in direct contact with all the different conditions peculiar to each particular territory, and have reason to congratulate myself on the opportunity for gaining a knowledge of the work, as it were, from first hands and from the fountain head. Some complaints have come to me on different matters. I have done the best I could in an impartial manner to allay the troubles. The "scoop-shovel" business has caused us no little annoyance. We have no doubt done the best that could have been done to meet the situation and have succeeded in reducing the trouble to small proportions. Some few of our dealers have suffered materially from this trouble, particularly last fall during the oats and corn movement in Champagne and Miami counties. However, with timely aid from sources least expected, the trouble was removed. The "scoop-shovel" business will always be with us to a certain extent. It cannot entirely be eliminated; but by vigorous active opposition we can reduce it to small proportions.

Several cases have been offered for arbitration during the year, but in each instance the defendant was a non-member and would not consent to arbitration, so that our arbitration committee has not performed any work, which certainly speaks well for our membership.

REPORT ON MEMBERSHIP AND FINANCES.

Membership October 14, 1902: At large, 105; Miami Valley Association, 58; Western Ohio Association, 48; Northwestern Ohio Millers' and Grain Dealers' Association, 39; Middle Ohio Association, 31; total, 281.

Membership June 1, 1903: At large, 86; Miami Valley Association, 85; Western Ohio Association, 48; Northwestern Ohio Millers' and Grain Dealers' Association, 39; Middle Ohio Association, 66; total, 324.

Cash on hand June, 1902, \$10.06; receipts, \$769; total, \$779.06; expenditures, \$714.32; balance on hand (all bills paid), \$64.74.

In referring to the American Farm Company Mr. McCord said that this was a matter that had been taken up by the Association in the interest of the farmer. The case was reviewed at some length and it was pointed out that C. B. Jenkins of the Marion Milling Company, Marion, and J. P. Gundy, of Carroll, had been to considerable expense in the matter of attorneys' fees. It was suggested that the Association should reimburse these gentlemen.

Mr. Grimes said that while some might consider this a local affair, the locality fight would have affected every grain dealer in Ohio and in the country. The fight had been started to protect the farmers and at the same time protect themselves. The best legal talent had been engaged and the results had been good. Messrs. Jenkins and Gundy had paid the expenses out of their own pockets, and every grain dealer should put up his share, as it was for the benefit of all. While I am on this subject I wish to state that this Association is run on the smallest financial basis of any of the associations. The secretary's salary for the past year was \$200, although his services were worth twenty times that amount.

Mr. Grimes thought that it would be advisable to appoint a committee of three to formulate plans to raise a fund for the purpose under consideration. This being the sense of the meeting the Chair appointed E. W. Seeds, of Columbus; J. B. Miller, of Richmond; G. W. Lamb, of Hooker.

C. H. Tingley of Columbus said the Association should adopt a resolution of thanks for Messrs. Jenkins and Gundy; that some official recognition of their good work was necessary in addition to financial aid. After some further discussion, in which Messrs. Jenkins, Gundy, Seeds, Turner and Tingley took part, the committee was instructed to take action in settling the matter and to also pass appropriate resolutions.

The report of the committee on organizations was called for, and the secretary stated that the matter had been covered by his report.

Mr. Seeds, as chairman of the committee on legislation, said there had been no session of the legislature since the last meeting. With regard to transportation matters, an attorney had been engaged to look the matter up. There was no probability of the collection of a claim on interstate business in cases where the grain passed over more than one railroad. The shipper is forced to

prove where the damage occurred and this is almost impossible. He added that Missouri has a good statute, which makes the railroad company issuing the bill of lading responsible for damages, no matter where they occur. The original road is in turn, enabled to collect from connecting roads. Mr. Seeds then offered the following resolutions:

Resolved, first: That the legislative committee of this Association be, and they are hereby instructed to use every honorable means at their command to have enacted by the Ohio legislature, at its next session, a law fixing the liability of common carriers on the same lines as provided by the Missouri Statute, viz.:

"Section 5222. Liabilities of common carriers.—Whenever any property is received by a common carrier to be transferred from one place to another, within or without this state, or when a railroad or other transportation company issues receipts or bills of lading in this state, the common carrier railroad or transportation company issuing such bill of lading shall be liable for any loss, damage or injury to such property, caused by its negligence or the negligence of any other common carrier, railroad or transportation company to which such property may be delivered or over whose lines such property may pass; and the common carrier, railroad or transportation company issuing any such receipt or bill of lading shall be entitled to recover, in a proper action, the amount of any loss, damage or injury it may be required to pay to the owner of such property, from the common carrier, railroad or

It was moved that a committee of three be appointed to consider the matter and report at a later meeting. The chair appointed Mr. Seeds, Mr. Teegarden and Mr. Gundy.

The president then asked if any of the attending delegates had been present at the first meeting of the Association twenty-three years ago. It was discovered that Messrs. Seeds, McAlister and McCord were the only ones that had attended in that year.

Mr. Grimes suggested that there should be some discussion on the hot corn question. Mr. Jenkins seemed to voice the sentiments of all when he stated that the question was one he wanted to get as far away from as possible. He added that the grain bag question might be profitably talked of. It is the easiest thing in the world to stop the practice of lending bags to farmers, he said. His firm and its local competitors had stopped the practice and their plan was found to work satisfactorily. The dealers had all disposed of their bags to an outsider who was now renting them to farmers at one-half cent per day. Several members spoke on the subject and the consensus of opinion was that all dealers should refuse to lend bags.

Mr. Seeds announced that at the last meeting

creating harmony and are making one interest the common interest of all.

W. Hardman, of Cable, told of his experience with scoopers, and said the Association should take up the matter with the markets to which the offenders were shipping.

President Grimes was asked for his views, and stated that many of these matters were purely local. They were being carefully handled by the local associations. The scoop-shoveler is being gradually eliminated and to-day there is not one where there formerly were fifty. He believed the matter was in good hands and that the local associations would accomplish the end to which they were working.

D. G. Stewart of Pittsburg said his house had no dealings with scoop-shovelers, trading only with regular dealers. He was present to get acquainted with the Ohio dealers. He believed that he spoke for the other Pittsburg receivers, as well as himself, when he said that Pittsburg wanted to deal fairly and was always ready to rectify any wrong.

Joseph A. McCaffrey of Daniel McCaffrey's Sons' Company, Pittsburg, stated that his firm had dropped a number of scoop-shovelers. Several other members took occasion to say something on the subject. Those who spoke were J. W. Yeazel, H. S. Heffner, J. B. Miller and Secretary McCord.

The Chair now called for the report of the committee on resolutions. There were no resolutions to report and the president asked for the report of the committee on memorials. Chairman Jenkins presented the following:

We, your committee, on memorials, beg to submit the following:

Recognizing the fact that the All-Wise Creator rules and governs the destinies of all men, and that at His own pleasure He calls man to his final reward, we bow at His supreme command. On this occasion we are called upon to remember that death has claimed as his portion our fellow-workers.

T. R. Hess, of Columbus, Ohio.

Edgar A. Brecount of Conover, Ohio.

F. A. Brook, Yellow Springs, Ohio.

Frank Heyman, Monroeville, Ohio.

Robert Thompson, Peoria, Ohio.

Recognizing this fact, as we do, we hereby.

Resolve, That in the loss of these members the Ohio Grain Dealers' Association has sustained a great loss, and by their faithful adherence to the principles of our organization, they have endeared their memory to us while we journey here below.

Resolved, further, That we tender our sympathies to their bereaved families and that our secretary forward to each of them a copy of these resolutions.

A motion to adopt the resolutions was made, seconded and carried.

Mr. Seeds, chairman of the committee on rules governing arbitration, said that it had been decided to submit a proposition to change the arbitration rules to conform with those of the Iowa State Grain Dealers' Association. Mr. Seeds read the rules of the Iowa Association, and a motion to adopt them as a whole carried.

The committee on the American Farm Company litigation suggested that Messrs. Gundy and Jenkins prepare a statement as to costs and present it at the next meeting to be held in October. Chairman Seeds also presented the following resolutions:

Whereas, the Marion Milling Company, the Marion Mirror and Mr. Joseph Gundy have taken a firm stand and done heroic work in the matter of the American Farm Company and its operations, in their respective localities, thereby incurring the enmity of that concern, which in turn put them to great annoyance and considerable expense; therefore, be it

Resolved: First, that we the members of the Ohio Grain Dealers' Association, wish hereby to express our appreciation of the great service they have rendered, not only to all Ohio grain dealers, but to the Ohio farmers as well, in so effectively riding our state of the operations of the above named concern.

Second: That we commend their example to each member of this Association in all matters of like character pertaining to the interests of the grain producer and the grain dealer, feeling assured that such work as theirs can only serve to strengthen our organization and bind us closer together for the protection of mutual interests.

A motion to adopt the resolutions as read was carried.

The committee on nominations presented the following ticket: For President, C. B. Jenkins, of Marion; for Vice-President, C. H. Tingley, of Columbus; for Secretary-Treasurer, J. W. McCord, of Columbus; members of the Governing Board-at-



THE FISH CATCH OF THE OHIO GRAIN DEALERS AT PUT-IN-BAY.

transportation company, through whose negligence the loss, damage or injury may be sustained."

"Second: That the officers of this Association are hereby instructed to advise each member of the importance to all shippers of such a statute and request that each personally take it up with the member or members of the legislature from his district and urge its passage.

Third: That the secretary be instructed to send a copy of these resolutions to each of the affiliated organizations, with the request that the matter be brought to the attention of each member of such organization and they requested to use their personal influence with the members of the legislature in their respective counties to urge the passage of such measure.

J. P. McAlister, of Columbus, wanted to know if the Missouri law had ever been tested. Mr. Seeds said he did not know of any test case, but that the equity of the law was plain. A motion to adopt the resolutions carried.

President Grimes called attention to the election of officers, to take place at the evening session, and appointed H. S. Heffner, of Circleville; J. B. Miller, of Richmond, and H. W. Kress, of Middletown, a committee on nominations.

On the motion of Mr. Miller, C. P. Bauman, of Canal Winchester; J. P. McAlister, of Columbus, and J. T. Smith, of Circleville, were appointed a committee on resolutions.

As a committee on Memorials, the chair appointed J. B. Seymour, of Kenton; C. B. Jenkins, of Marion, and G. W. Lamb, of Hooker.

Under the head of miscellaneous business Mr. Seeds said there had been some discussion in regard to the by-laws on arbitration. He was in favor of changing the by-laws to conform to those of the National Association on the subject.

a committee had been instructed to secure legal advice on the hot corn question. There was an attorney's fee of \$25 that should be met.

Before putting a motion to adjourn, Mr. Grimes said that members should come to the evening session prepared to define just what constituted a scoop-shoveler.

The meeting then adjourned until 8 o'clock p. m., when the election of officers and reports of committees were to be taken up.

EVENING SESSION.

When the meeting came to order at 8 o'clock p. m. President Grimes asked the delegates to define the meaning of the term "scoop-shoveler."

Mr. Tingley said he had experienced some of this kind of competition and thought the definition given at the Columbus meeting was appropriate. This in substance was that any dealer, whether he had an elevator or not, who went into another man's territory and loaded grain on cars, was a scoop-shoveler. The speaker cited an instance of this kind, and said that he sympathized with dealers who were affected in this way.

Mr. Jenkins said his views coincided with those expressed by Mr. Tingley. No elevator man should go into another elevator man's territory. He hoped no more cases would be called to the attention of the Association. This fact should be emphasized. Many did not know what this sort of competition meant. We should allow our neighbor just what we want him to allow us. The local associations are doing great work along these lines; they are

Large, J. B. Dewey, of Blanchester; H. W. Kress, of Middletown, and J. I. Smith, of Circleville; representing the affiliated associations, Ed. McCue, Pittsburg, Ohio; Grant McMoran, St. Paris; C. D. Resler, Caledonia, and R. Turner, Avery.

The report of the committee was adopted and Mr. Seeds moved that the rules be suspended and the secretary be instructed to cast a ballot for the above named candidates. The motion carried, the secretary cast the necessary ballot and the new officers were declared duly elected.

Mr. Grimes then rose to thank the members of the Association for the considerate treatment that had been accorded him during his three years' tenure of the office of president. He had endeavored, he said, to further the work of the Association in every way possible and had been most ably assisted by Secretary McCord. Mr. Grimes said the secretary's efforts had been untiring and he had accomplished wonders. He was solving the scoop-shovel and other vexatious questions. If it were possible to get Mr. McCord to consent to such a thing, the Association, instead of electing him for one year, should make the term of his office for life. I thank you one and all for the treatment you have given me. My successor is amply qualified to fill the important office to which he has been elected, and while I am no longer president of your Association I want to assure you that I will work just as earnestly in the future as I have in the past. My best efforts will always be for the Ohio Grain Dealers' Association, and I will be with you on all occasions.

In his inaugural remarks President-elect Jenkins said the honor that had been conferred on him was rather sudden. He spoke modestly of his own experience and efforts, but hoped to have the aid and counsel of older and wiser heads. He declared the Association was a school for education in the grain business and that he would profit by its teachings. He wanted the assistance of all members in an effort to make the Association one of the leading ones in the country. The Association had become a power and should use its power intelligently. Members should work in harmony with their farmers and with each other. In brief, the observance of the Golden Rule was all that was needed to make the meetings of the Association gatherings of pleasure and profit and the Association itself a blessing to the grain business. I want to thank you for the honor you have conferred upon me. I will do all in my power to make the Association successful.

J. B. Seymour, of Kenton, moved that a vote of thanks be extended to the retiring president. Mr. Jenkins put the motion and the hearty and enthusiastic chorus of ayes left no doubt of the kind regard entertained for Mr. Grimes by his fellow members of the Ohio Grain Dealers' Association. Vice-president-elect Tingley said that he was not going to "jolly" the delegates with any perfunctory thanks, but he did want to say in all candor that he was grateful for the honor.

Secretary McCord made the hit of the evening by remarking that his thanks were an old story. He had done the best he could do in the past and hoped to do better in the future.

At this point a telegram from Toledo was received. It was read by the secretary, and was to the effect that dealers request the editors of their local papers to publish the market reports of the Toledo Produce Exchange. The message was signed by A. Gassaway, secretary of the Exchange.

Mr. Jenkins spoke favorably of the suggestion. He added that members should consult freely with the officers and all work together to improve the Association. He said all were familiar with the fellows who trouble the dealers, but they should also think of the ones who troubled the receivers. Mr. McAlister said that receivers should have protection. This was a matter that would have to receive attention in the future. Mr. McCord said members should be loyal to regular receivers and give them the preference. Their interests were identical. He said the Ohio Grain Dealers' Association should have two more local associations and every dealer in the state should become a member.

Mr. McCord then announced the meeting of the Miami Valley Association, to be held at Dayton on June 15, after which the convention adjourned sine die.

NOTES OF THE MEETING.

The Casino was not open.

Fred Mayer was more successful as a vocalist than he was as a fisherman.

It is rumored that one of the railroad men was compelled to charter a special steamer to carry away his collection of souvenirs.

Master Tingley, son of C. H. Tingley, Columbus, trained his camera on the delegates who posed on the veranda of the Beebe House.

Souvenirs were distributed by E. W. Seeds of the Seeds Grain Company, Columbus, and C. B. Jenkins of the Marion Milling Company, Marion.

The Toledo market was represented by Fred Mayer of Zahm & Co., W. W. Cummings, with J. J. Coon, and David E. Parsons, of C. A. King & Co.

Misses McAlister and Teegarden and Mesdames Baum, Vercoe, McCord and Smith, the attending ladies, honored the evening session with their presence.

A. S. Garman, representing the Huntley Mfg. Co., Silver Creek, N. Y., arrived at the eleventh hour—in time to save the reputation of the machinery interests.

The Ohio Grain Dealers' Mutual Fire Insurance Association and the Grain Dealers National Mutual Insurance Company were represented by J. W. McCord.

The following Pittsburg receivers were in attendance: C. A. Foster, D. G. Stewart, J. A. Albert Geidel, with Geidel & Co., and Jos. A. McCaffrey of Daniel McCaffrey's Sons' Company.

Traffic interests were ably looked after by Ernest L. Abbett, Lake Shore-Lehigh Valley Route; W. D. Miner, Union Line; Huntington Fitch, Erie Despatch; H. E. DuBois, Interstate Despatch; E. L. Northrup, Lake Erie & Western; J. E. Kane, N. Y. C. & W. S. Fast Freight Lines; A. L. Gilmore, Traders' Dispatch.

The following dealers were present: E. W. Seeds, Columbus; C. P. Bauman, Canal Winchester; J. B. Seymour and son, Kenton; T. W. Baum, Duvall; Geo. Seifert, New Washington; P. J. Thompson, Plankton; Ed. McCue, Pittsburg, Ohio; Jno. Bales, Circleville; J. I. Smith, Circleville; Justin Brewer, Ada; Alex. Brewer, Ada; L. H. Bruns, Mechanicsburg; G. W. Lamb, Hooker; J. P. Gundy, Carroll; W. Hardman, Cable; J. P. McAlister, Columbus; G. P. Teegarden, Ashtabula; Geo. Schaeffer, Dayton; F. O. Diver, Middletown; H. W. Kress, Middletown; J. W. Yeazel, Morefield; A. M. Cook, Fremont; W. H. Gardner, Bellevue; C. H. Tingley and son, Columbus; H. S. Grimes, Portsmouth; Fred Vercoe, Columbus; J. W. McCord, Columbus; R. Smith, Sidney; C. B. Jenkins, Marion; J. B. Miller, Richmond; J. C. Snyder, Holgate; A. Lanehart, Butler; D. Burns, Hagerman; S. S. Earhart, Burkettsville; H. M. Strauss, Cleveland; C. H. Little, Xenia; R. Turner, Avery; H. S. Heffner, Circleville; R. D. Sneath, Tiffin; H. W. Robinson, Greenspring; Mr. Bennader, Lodi; A. F. Frese, Graytown; H. L. Frese, Sherwood; J. E. Dederich, Toledo; F. C. Hornung, Gibsonburg; O. J. Marlen, Geneva; Fred Abel, Cleveland; W. Conklin, Xenia.

HARD WINTER DELIVERABLE.

The Chicago Board of Trade, by ballot, on June 2, approved by majority of 172 in a vote of 341 an amendment to the rules to make hard winter wheat deliverable on contracts with a penalty of 5c. The rule is now in force on contracts made after June 2, and will make it necessary for some time to come to have an "Old Style" and "New Style."

The Record-Herald says: "The purpose of the change is to discourage manipulation of the market. It will now be possible to deliver on contracts No. 2 red or No. 1 northern, and also the No. 2 hard winter with the 5c penalty. The theory of the amendment is that there will never be a time when any speculator will undertake to seriously corner the wheat market with the No. 1 northern and No.

2 red wheat deliverable regularly, and the No. 2 hard winter also deliverable with a penalty. The amended rule is similar to one adopted at New York and not very unlike the present method at Liverpool."

THE NEW ERA ELEVATOR.

Although it is the aim of architects and elevator machinery men to avoid so far as possible the necessity of going to the upper floors of grain elevators for any purpose, still this climb to the upper regions cannot be avoided; and in the majority of elevators it recurs many times a day for various reasons. To avoid this exhausting labor, the New Era Elevator has been devised, and is now manufactured by the New Era Elevator Company of Sidney, Ohio. It is intended solely for passenger service in grain elevators and other high buildings.



THE NEW ERA ELEVATOR.

It is a model of simplicity. It requires no power, being self-lifting, and is ready for use at any time, whether the rest of the machinery is running or not; while its newly patented safety locks make it perfectly safe and reliable. It is withal speedy also, and is, therefore, a time as well as a labor saving appliance. It has been in use in some elevators for as long as two years; and C. N. Adland & Co. of Piqua, Ohio, who have used it about that long, say they find "it saves its cost every six months"; and as "it never gets out of order," it costs nothing for repairs.

Circulars and other information concerning this elevator will be sent on application to the New Era Elevator Co., Sidney, Ohio.

A TRUCE AT CHICAGO.

As a result of the recent election of officers of the Open Board, that institution has dropped its bucket-shop appendages and been restored to its former privileges had from the Chicago Board of Trade.

The annual election of the Open Board was a most spirited one, the bucket shippers having all kinds of money to influence voters; but they were unsuccessful, the regular, or reform, ticket having won by more than 2 to 1 (91 to 43). The ticket elected was as follows: President, Austin A. Howard; vice-president, F. S. Williams; directors for two years, E. D. Norton, J. E. Heperlin, J. J. Brady, J. D. Sherwin; for one year, B. W. Frank; the committee on arbitration, two years, F. D. Strawbridge, Jay K. Lamb, H. P. Mugridge; one year, D. L. Barsleaux; committee on appeals, two years, J. F. Rawlings, F. F. Clark, Winter Scripps; one year, George T. Stebbings.

A few days following the election, an arrangement was made between the two boards, by which the Chicago Board agreed to restore its quotations to the Open Board, the latter agreeing to cease furnishing any quotations to bucket-shops. Accordingly, on May 21, the Open Board sent notice to the W. U. Telegraph Co., distributor of the latter's own quotations, that immediately, on and after that date, no quotations would be furnished for distribution; and the service was immediately stopped, leaving some 1,600 (estimated) bucket-shops "in the air," none having had time to apply for injunction.

The Grain Dealers' National Mutual Fire Insurance Company of Indianapolis continues to do a large business; and in five months reports but one loss—of \$1,000.

ILLINOIS GRAIN DEALERS.

The tenth annual meeting of the Illinois Grain Dealers' Association at Decatur on June 3 and 4 was opened by the singing of "Illinois," John E. Baron of the "American Elevator and Grain Trading" leading. The invocation was by Rev. Horace L. Strain of Decatur, and the address of welcome by Mr. Hunt of the firm of Suffern, Hunt & Co. of Decatur, who acted as representative of the city in the absence of the mayor. Mr. Reynolds of Crawfordsville, Ind., responded on behalf of the Association.

President H. N. Knight then read the following annual address as president:

It is a pleasure to report the very good condition of your Association after a series of cyclones—July corn, farmers' elevators, short weights, damp corn in the South and car shortages. All of these obstacles have been encountered; and that we have passed through them and come out broader, stronger and, perhaps, wiser, with an increased membership of 10 per cent over last year, making your Association one of the foremost associations in the United States, is very gratifying. Especially so, when all kinds of associations are being vigorously attacked on their business lines. Here is where all your years of association work have counted. For I do not think you would have wanted to go back to a few years and have your constitution and by-laws of that time scrutinized as were your present ones by the Railroad and Warehouse Commission recently. We have gone through fire and have come out unscorched, while others have been scorched and some indicted by the courts.

We should be very careful in the future, as in the past, not to enact any unwise rules or resolutions, thereby keeping our Association unapproachable. Remember, it is easier to get neighbors and competitors in line by meeting in annual convention and extending the right hand of fellowship than trying to "resolute" them in.

It has been a pleasure to be identified with such good business men as you have in your directory. They have left their own business to attend to your interests, and we owe our success to their good judgment. Your Secretary has worked night and day to keep up the work. No task has been too hard for him; and he has been ever ready to go to any part of the state to look after your interests. The work has become so heavy in his office that I think he should be given an assistant. His report will give the work in detail.

Your committee report on finance will show \$700 in the treasury after paying all bills, leaving us on a good financial basis.

The arbitration committee's report will show all cases disposed of to the satisfaction of all parties. I heartily indorse the settlement of all differences by arbitration; but I think you should establish a set of rules to arbitrate by.

Your legislative committee deserves much credit for their persistent work against almost hopeless odds in trying to secure civil service in our inspection department. Their report will show the work in detail.

Your insurance committee has succeeded in founding a mutual insurance company and have it on a good working basis. Our secretary, Mr. McCotter, is here and will give you a detailed account of our company, which I heartily recommend to all grain men carrying insurance.

I thank you for your hearty support of myself as president during the past year.

The order of business, the "appointment of committees," having been reached, the chair entertained a motion by Mr. Felter that the chair appoint a committee on resolutions to consist of Messrs. S. S. Tanner of Menier, J. W. Radford of Chicago and H. I. Baldwin of Decatur, which motion was agreed to, the chair appointing said committee as directed.

S. S. Tanner of Menier then moved the appointment of Messrs. Newell, Ulrich, Ream, etc., as a committee on nominations.

This motion precipitated an immediate struggle between two elements in the convention for the control of the organization. Messrs. T. P. Baxter and Thos. Costello moved to amend to direct the chair to appoint said committee on nominations.

Mr. Tanner moved to table the amendment.

The secretary then read the section of the constitution providing for the appointment of all special committees by the chair.

Mr. Tanner held that the committee was not a special committee.

Mr. Unland held that the convention had the right to appoint its own committees.

Mr. Husband said that as the chair had entertained a motion giving the floor the privilege of naming the committee on resolutions, he was estopped now from declining to entertain a similar motion to name from the floor the committee on nominations.

The chair ruled that he had permitted the action

recited by Mr. Husband as a courtesy to the floor; but declined to yield further and thus established a precedent for the future.

Mr. Tanner then appealed from the decision of the chair. A division being called for, the tellers declared the chair sustained by a vote of 122 to 77.

Amid much disorder a roll call was demanded; but the chair declared it out of order, the division having been announced; and on motion the Association adjourned.

AFTERNOON SESSION, JUNE 2.

On reassembling at 2 o'clock p. m. the chair named the committee on nominations as follows: Geo. De Long of Foosland, Edwin Beggs of Ashland, J. P. Baxter of Taylorville, Wm. Hirschey of Chicago, and Thos. Costello of Maroa.

Secretary Mowry then read his annual report as follows:

We have now met for the tenth time since this Association was taken from and formed out of the old Maston Association. We have had a state association for more than a score of years, most of the time in good working order; but as circumstances are constantly changing, it is necessary to meet each year to see what has been done and to prepare for another year's campaign.

And now as to the standing of the Association and as to what it is necessary to do, most of your



GEORGE BEYER, DE PUE.

Secretary Illinois Grain Dealers' Association.

information must come from the secretary, who is your paid agent and whose duty it is to attend to your business when you are not present to look after it yourselves; but this is the time when the rights and powers you have entrusted to others come back to you. The Association is now in your hands, and we, your servants, are here, ready for your applause or your condemnation for what has been done during the past year.

I now trust you will give me your strictest attention, while I make a brief a statement as I can as to what has transpired since the last annual meeting; and I fully believe that your actions will be wise and prudent, so that when you again turn the business over to your servants, they will better understand the different points of business than they did before.

Membership.—One year ago we had 587 members. We had gained 113 from the previous year. Now we have 669 members, a gain of 82 from one year ago. Thirteen of our receivers have withdrawn and gone into the National Association; forty-eight local dealers have sold out; three have died, making a loss of sixty-four members. We have taken in 146 new members. This makes us a net gain of 82. Our Association reaches much farther than it did; and we now represent nearly 1,200 elevators.

Our membership ought to be increased to 1,200 members with 1,600 elevators. Of course, this cannot be done in one year, but very much of it should be done during the coming year. Much work and organization should be done at both ends of the state. That is the reason we are just now using a man at each end of the state. I have been asked to state at what time of the year we have taken in new members: From June to December, 61; from December to June, 85. I make this statement to show that we have done the best, since we have had the most opposition.

At the beginning of this year we became mixed up in the July corner in grain, at Chicago. Now Illinois has no more interest in the inspection at Chicago than has several other states, and we should not be expected to protect the other states, except what we do in a legislative way. Therefore,

I think it well for our Association to take as little part as possible in a matter like the last July deal. That affair cost us considerable money and time.

Civil Service.—A movement was made in Chicago to get a civil service act passed that would give us more competent officials in all parts of the state, especially in the grain inspection department. Our committee, Mr. Radford and Mr. Tanner, did all that could be done on our part. This was a matter that was strictly of Illinois, and belonged to us to attend to. Mr. Radford and Mr. Tanner will speak for themselves later on.

Arbitration.—We have had more cases to arbitrate this year than during all the years since the Association started. This vast number of cases grew out of three causes. Scarcity of cars, which prevented men from fulfilling their contracts, was the leading cause. The delivery of inferior oats was another cause, and short weights in some parts of the country was still another reason for arbitration.

I believe our arbitration rules should be amended in some respects; and I would recommend that this meeting appoint a committee of two shippers and one receiver to make rules for arbitration and to present the same for adoption to our directors. The arbitration committee will speak for themselves in their report.

Railroad Committee.—There is very much feeling in some parts of the state about the scarcity of cars on nearly all roads. That matter will be discussed later in the meeting, and we will then hope to hear a report from the railroad committee.

New Directory.—About two months ago both traveling men started to make corrections all over the state. The changes throughout the state have been very numerous. Not only have 48 of our own members sold out, but the non-members have sold out in greater proportion than our members have; so we believe it necessary to make a personal investigation and to try to get a very correct list. We also wished to get at the reputability of the new dealers while making arrangements, which were necessarily slow. We learned that Chas. S. Clark has gotten out an Illinois list, as he had done in several other states. At a meeting of our directors at Monticello, May 16, it was decided to turn over all the information we had to Mr. Clark and assist him in getting out his book. If the book is what we want, we have no reason to get out a book at this time. Two independent books would have created great confusion. Mr. Clark notified me some time ago that he should get out a book. If the book should not prove what we want, it will then be time enough to act in regard to a new book. Each of you is to have a book as though we had issued it.

National Association.—There are still some little hitches between our Association and the National. I have believed that the National ought to take more action in regard to terminal weights, when grain goes out of the state. Mr. Stibbens agrees with me, and does all that pen and typewriter can do to try to remedy some of the evil; but if he were where the evil happens, in person or by representative, there would be a very different state of things. If our dealers sell grain to go to New Orleans, New York, St. Louis, Memphis, or any other point, they ought to be bound by and accept the weights of those places. But when grain is switched off, and sent to every little cross-road dealer, and weighed on all kinds of scales, I do not think the buyer has performed his part of the contract unless he has informed the shipper as to his manner of handling grain.

Railroad and Warehouse Commissioners.—During the last week in January nearly all the officers of the association were subpoenaed to appear before the Railroad and Warehouse Commissioners at Springfield. The occasion of this extraordinary movement was that there was trouble at Mason City between a grain dealer named Curry and a co-operative concern at that place. Neither party interested was a member of our Association. This fact was proven to the satisfaction of all present. [The Commission in their report gave the Association a gratuitous slam.] Whatever their reasons may have been, it is certain that we had no interest whatever in the Mason City quarrel. It has been our object from the first to do no injustice nor violate any law, but to protect as far as possible all worthy reputable grain dealers.

Local Branches of the Association.—We have throughout the state about seventeen local branches. They hold their meetings at different places, discuss business matters, cultivate sociability and create a friendly influence that is beneficial to all localities. The last one of these locals was organized at Hoopes-ton, a short time ago. These locals do a work that is impossible for the state Association to accomplish. It makes it much better when all the dealers in a locality are members of these local organizations. For that reason some local dealers have been taken into the locals, that do not belong to the state Association. This is, of course, not in accordance with our constitution; therefore, each local member should be urged to join the state Association.

Our Finances.—At the beginning of this year we had on hand \$1,067.63.

We have received from all sources \$6,100.70.

And have paid out \$6,609.46.

Leaving on hand \$558.87.

There is also about \$125 more that will be in at the time of our annual meeting, which leaves us nearly \$700 on hand. I do not refer to dues that will be paid, for those belong on next year's account. I had intended to make another collection before the end of the year, but lacked time to do so. Think I should have collected about \$800. This \$800 to \$1,000 that is behind will help out next year, and will offset about \$500 that members have paid on next year's account.

Our members seem to be very willing to pay their dues; but there are a few very large line elevator concerns that do not think they receive sufficient benefit to pay on all their elevators, and in some

respects they are correct. However, I hope matters will soon be adjusted so that they will feel that they get value received by paying the full amount.

Our receipts have been from the following sources:

Dues	\$4,257.70
Membership	1,175.00
Advertisements for directory.....	446.00
Arbitration	134.50
Western Ticket Association	87.50
	\$6,100.70

We have paid out as follows:

Banquet	\$ 441.00
Badges	38.00
For Directory	291.00
Hall for meeting	10.00
Capitation tax to National Association.....	374.00
Flowers, Tyler's funeral	10.00
Dues returned	13.00
Chicago meeting	129.00
Peoria meeting	83.94
Legal advice	15.00
Printing supplements	67.80
Beggs' and Costello's Chicago trip.....	30.00
President Knight's car fare.....	42.50
Treasurer's salary	100.00
Civil Service Act, printing and postage....	113.00
Secretary's salary	900.00
Secretary's postage	220.51
Secretary's expense	501.54
Directors' meetings	57.75
Stenographer at Chicago	20.00
Arbitration Committee	195.28
Printing at Review office.....	112.60
A. W. Lloyd's salary	1,333.21
A. W. Lloyd's expense.....	661.25
J. S. Wiley's salary	259.00
J. S. Wiley's expense.....	241.70
Geo. Beyer's salary	180.00
Geo. Beyer's expense.....	168.33
	\$6,609.46

Taking in the banquet and several other large expenditures, such as legislation, July deal, Springfield trouble and many other things which I could mention, we have spent \$1,000 for what is not likely to be needed next year by our successors, unless something new transpires. About one-half of all our expenses is incurred from keeping traveling men on the road. But this work has to be done. When our dealers stop fighting each other and will send their dues promptly to the secretary and will invite their neighbors to join the Association, then a very large part of the expense can be saved.

We have had two traveling men on the road the last two months. The object of this was to correct our Directory and to get all reputable new dealers into our Association, and I believe that the entire state should be organized, both north and south; and when we are once thoroughly organized, you will not lack means but can reduce your expense.

Your Secretary.—The year just past has been a very unusual one. The secretary's work has more than doubled, not only because the office affairs are more than double what they were, but the secretary has found it necessary to be about the state much more than ever before; and I found the effect of often seeing the shippers to be very good. The large amount of arbitration also makes a great amount of work for this office. About two months ago, the directors authorized the secretary to procure an office and a stenographer, but as the year had so nearly expired, I deemed it best to let my successor do what should have been done before. There will be no loss to the Association when this change is accomplished. The secretary can then do much that the traveling men now do, and much that now goes undone.

Traveling Men.—During the last year I have had three assistants at different times, and three months of the time I worked without any assistant whatever. I have been frequently told that the traveling men were not necessary; but with 1,200 grain dealers to look after and 11,000 miles of railroad to travel over, the secretary must have help, whatever this help may be called. It is my opinion that the secretary should be held responsible for all of this kind of work that is done and that he should select his own assistants, who should only be responsible to him and he to the directors. The traveling man should not be an independent element. The men whom I have had to assist me have all been good men. J. S. Wiley of Decatur has been working up the south-central part of the state and doing good work. George Beyer of DePue has been doing excellent in the north-central part of the state, and while, unlike Mr. Wiley, he has not been a regular traveling man, he is a very competent man and took up the work very nicely. The first eight months of the year A. W. Lloyd held this position. He was a man of wide experience in this line and possessed a special faculty for settling differences among grain men; was a good collector, and worked very hard for the Association. He formulated our last directory, which was a credit to both himself and the Association.

Our next administration may see fit to make some radical changes in regard to doing the work of the state, and there certainly is room for some changes. I favor a more concentration of power in the management of our work. I am not speaking personally for myself, as I am not a candidate for re-election to the office I now fill, but shall be ready to assist my successor and bid him "godspeed."

President and Directors.—During the past year the president has worked very hard and has taken much interest in everything that appertained toward the upbuilding of the Association. He has been to considerable personal expense for which he refuses to be remunerated, except in one case. The directors have all had the interest of the Association at heart, and have been ready at all times

when in the state to do their utmost to promote its welfare.

I have had many pleasant meetings with you; also with many of you that were members of the old association from which this was formed. I have been brought in contact with many whom I shall always remember. My recollection of all of you will be pleasant; and now I thank you all for the kind and courteous treatment that I have received at your hands. I have tried to do my duty and to be just to all. If the first ten years of a child's life means its future, your probabilities are great. Don't forget your old secretary.

On motion of Mr. Tanner the report was accepted and ordered placed on file.

The treasurer's report was then read as follows:

TREASURER'S REPORT.

Money received from H. C. Mowry, secretary for the year ending June 2, 1903\$5,735.20
Amount on hand June 10, 1902 1,067.63

Total\$6,802.83
Amount paid out on orders issued by the president and secretary during the year ending June 2, 1903\$6,243.99
Balance on hand, June 2, 1903 558.84

Total\$6,802.83
F. M. PRATT, Treas.

Geo. A. Wells, secretary of the Iowa Association, then read a paper on "The Important Duties of Secretary," which appears on another page. Before beginning the reading, Mr. Wells remarked that the episode of the morning had left a question in his mind whether it was as serious as it had seemed. If it was, he anticipated much diffi-



H. I. BALDWIN, DECATUR.
Treasurer Illinois Grain Dealers' Association.

culty for the Illinois secretary hereafter. He urged the members to consider that they have something more at stake than the petty politics of the organization—more important work. The paper was punctuated with the applause of the meeting at various places when certain particularly strong points reached their climax.

Reporting for the special committee from local organizations, Frank J. Delaney said each one of these bodies had appointed three members to constitute a committee to meet with similar committees from the other local associations, and at a joint meeting held at Decatur the previous evening this joint committee had adopted a resolution recommending a change of the rules to provide for the selection of a secretary by the board of directors, who should also fix his salary, name his assistants, etc.

On motion of Mr. Felter the resolution referred to by Mr. Delaney was referred to the committee on resolutions.

Question: "Why are not all reputable dealers members of our Association?" Mr. Geo. Beyer, DePue: There are a number of reasons. First, the Association is getting behind the times. We must broaden out and raise the character of the work. For example, I find that individuals have started suits against the carriers to enforce their rights, who think the Association should do that kind of work. Non-members ask, What have you done? and the answer is not satisfactory to many.

Mr. Beyer recommended that only one-half the directors be elected annually in order that that body may be a continuous one and always have in its personnel some members who will have had

experience in the work. If it should happen that the committee should be wholly changed at any annual meeting, the result to the Association could hardly fail to be bad.

Secretary S. B. Sampson of Indiana read a paper on "What is doing in other states; and how the membership is procured in other states."

A letter was read from Capt. I. P. Rumsey of Chicago expressing his regret at not being able to be present to respond on June 4 to the sentiment, "The President of the United States now and forever."

S. P. Woolford of Galton reported verbally that the arbitration committee had had a number of cases before it. The committee regretted to say that in some instances the evidence presented to the committee was faultily drawn and inadequate. He would advise parties to an arbitration to have their evidence and records in the case carefully prepared, so as to make it easy for the committee to get at the facts. This would relieve the committee (who work without compensation) and give more satisfactory results to the parties in interest.

Mr. H. I. Baldwin of Decatur, speaking to the same subject, said that arbitration is a practical application of the Golden Rule. It is a credit to the Association that its committee has this class of work in hand; and he hoped to see the principle come more and more into favor with grain dealers.

J. W. Radford presented the report of the committee on legislation as follows:

Soon after the appointment of the legislative committee it was decided to make an effort to place the inspection of grain under a genuine civil service merit law. Your committee found that several other organizations were looking toward the same end, except that they had in view a bill taking a wider range and including all state institutions and employees. The Illinois Civil Service Association which has among its members many of the ablest and most progressive citizens of the state, appointed a committee to draft a bill to be presented to the Forty-third General Assembly.

Your committee were put in touch with that Association through the advice and suggestion of President W. S. Warren of the Chicago Board of Trade.

Soon after the general election of 1902, Governor Yates appointed a commission to also draft a civil service bill. This commission was composed of the heads of several of the state institutions, together with John Hamline and Edgar A. Bancroft of Chicago, both of whom stand at the head of their profession and who have devoted a great deal of thought and effort to the question of civil service; in fact, it would be hard to find two more competent gentlemen in the state. They drafted what was known as the Governor's Bill. Both the bills included the inspection of grain and both were introduced immediately after the legislature convened. It was forty days before any committee was appointed. Finally, when the Civil Service Committee was appointed, a delegation of gentlemen representing the various organizations interested visited Springfield, and after carefully considering the situation, decided to unite all the friends of civil service in the support of House Bill No. 1, or the Governor's Bill, the only difference between this bill and the bill that was drawn by the Illinois Civil Service Association being that House Bill No. 1 contained a few more exemptions. This fact, together with the fact that House Bill No. 1 was drawn by a commission appointed by the Governor and that the organization of the House was effected by the Governor and his friends, led this delegation to believe that if any legislation along this line could be effected, House Bill No. 1 would stand the best chance.

After about ninety-eight days of one session a day of about one hour each, the House took up House Bill No. 1. The friends of the bill had a good, energetic delegation on hand, consisting of the gentlemen who drew the bill, representatives of the Illinois Civil Service Association, the Hamilton Club, Union League, Board of Trade and Illinois Grain Dealers' Association. The policy of the enemies of the bill was to kill it with amendments; as, for instance, Representative Lyon of Waukegan wanted it amended to exempt all the veterans of the Spanish-American War. As there are about 9,000 of these in the state and there is nothing to prevent all the veterans in the United States from moving into the state, you can see that this would make the law inoperative for years. Many others of like nature were introduced; in fact, there were fourteen members on their feet at one time trying to get the attention of the speaker, each with an amendment.

The speaker treated the bill with fairness, and as a result, there were seven or eight roll calls, and the legislature, for the first time since it convened, held two sessions in one day. Whenever a roll call was obtained, civil service won, as the average member of the legislature is aware that the people desire a civil service law, and therefore was not inclined to go on record as voting against such a law. Some of the members who were loudest with their "No" on an aye and nay vote, voted aye with a subdued voice when the roll was called. As stated, the bill took up the entire day; and when

the session closed the honors seemed to be with the friends of civil service. The victory, however, was short lived, for the speaker had either had a vision or had seen a man during the night, for the next morning, the "first shot out of the box," he used the gavel on the measure. As you gentlemen are aware, the only effective mode of warfare against the gavel is a riot, and as the gentlemen representing civil service, including your committee and members of this Association, were not of a riotous disposition, you know the result.

The bill was sent to the Senate with "its vitals torn out," is the way the Legislative Voters' League puts it. The friends of civil service immediately issued a protest against this mutilated bill. This protest was signed by John H. Hamline and Edgar A. Bancroft of Governor Yates' Civil Service Commission, Wallace Heckman, president, and F. W. Bull, secretary, Illinois Civil Service Association; Wm. B. Moulton, chairman Hamilton Club Civil Service Committee; Orrin N. Carter, chairman Union League Civil Service Committee; H. N. Knight, S. S. Tanner and J. W. Radford, Illinois Grain Dealers' Association. A mass meeting was also held in Powers' Theater, Chicago, under the auspices of the Illinois Civil Service Association.

This was a very successful meeting, and one of the principal speakers who addressed it was S. S. Tanner, of your committee. After considerable delay the matter came up before the Senate Committee on Civil Service, who treated us very courteously, holding a session at the same hour as the Memorial Services were held.

They promptly reported the bill with the recommendation that the vicious amendments be stricken out. When the bill came up for final action in the Senate, that body made short work of it; as it was apparent that "the powers that be" were, to put it mildly, "ferntist" us. They voted on the

inspection means a loss to the man who grows the grain. You dealers are in constant and intimate touch with the producers, and should see to it that only such men go to the legislature as are in sympathy with civil service.

Later it is proposed to issue a statement giving the record of each representative and his position on this question; and it is hoped that the grain dealers will see to it that those who have opposed this measure will be "statesmen out of a job." When the politicians of the state understand that the grain trade has enlisted for "three years or until the war is over," then you will find that civil service and merit in the inspection of grain will be a fact.

Your committee also gave careful attention to the various car service bills before the legislature.

Your committee received a resolution from our sister association in Iowa, whose members are interested in the markets of this state, endorsing your efforts for the improvement in the inspection of grain.

We also received valuable assistance from Secretary Stibbens of the National Association in getting out our literature and otherwise.

We desire to thank the officers and members for the assistance given during this work.

All of which is respectfully submitted.

S. S. TANNER.

J. W. RADFORD.

The report was accepted and placed on file.

C. A. McCotter, secretary of the Grain Dealers' National Mutual Fire Insurance Company of Indianapolis, followed Mr. Baxter with a brief statement concerning that company. It was organized last year by the grain dealers of several states to write only grain dealers' property. It is now five and one-third months since the date of the charter, and the company has \$1,171,041 of risks, covering on 391 separate properties. Elevators are generally separated enough to destroy only one by the same fire, but the policy of the company is to not be subject to over \$5,000 loss by one fire. The company cannot be weakened, as many companies have been, by one conflagration. The company now has \$35,381 of invested and available assets and \$148,353.61 of uncollected premium notes. It has had \$4,200 losses, of which \$3,200 has just occurred, and is in process of adjustment. The loss ratio to date is 29 per cent. The stock companies' average loss is 50 to 60 per cent. The insurance now carried would have cost in old line companies about \$15,000 and no return of the profits. Competent insurance men acquainted with the record of the company acknowledge it is already upon a safe, self-supporting basis. It is past the critical period of every new institution, and its future growth will still further strengthen it.

The committee on nominations then presented a report recommending the election of the following officers:

President—H. C. Mowry, Forsythe.

Vice-President—J. N. Hairgrove, Virden.

Secretary—Geo. Beyer, De Pue.

Treasurer—H. I. Baldwin, Decatur.

Directors—Geo. De Long of Foosland, Edwin Beggs of Ashland, H. J. McDonald of Frankfort, John H. Herron of Sidell, Wm. Wesch of Arcola and J. P. Wrenn of Washington.

Mr. Tanner moved that the report of the committee be laid on the table, and demanded a call of the roll.

During the progress of the roll call, it appearing that the motion to table the report would be lost, Mr. Tanner moved to suspend the roll call and to declare the officers named in the report elected by acclamation. This motion was ruled out of order, and the roll call was completed. The vote as announced by the tellers was 61 ayes (to table the resolution) and 82 nays.

Whereupon, on motion of Mr. Husband, the report was adopted and the ticket named by the committee declared unanimously elected by acclamation.

Mr. Mowry attempted to decline election as president, and moved to substitute Mr. H. N. Knight's name; but the latter refused to serve in view of the opposition to his administration, which he felt had appeared in the Association. Mr. Beggs' name was then suggested by Mr. Mowry, but Mr. Beggs said he had already declined the office, and insisted that the ticket as elected should stand. The matter was there dropped.

The Association then listened to brief remarks by Mr. H. C. Watson of Kearney, Nebr., upon the

results of his system of farming in the semi-arid belt of Nebraska and Wyoming. He went to Kearney fifteen years ago, when farmers grew fall wheat and chinch bugs and hated everything and everybody. He began with alfalfa and seven years ago cut as high as \$56,000 worth of that hay from a thousand acre field. Then he began milking cows and developed the dairy interests of the state. He said they had all kinds of people out there; but when his neighbors began talking of handling their own grain, he advised them to leave that business to the men who understood it, and so far has succeeded in that locality. Mr. Watson closed by inviting any person present to visit his ranch at Kearney at any time, which would be cheerfully shown and the method of cultivation and rotation, including fruit culture, fully explained.

On motion adjourned to 7:30 p. m.

EVENING SESSION—JUNE 4.

The evening session was opened by F. L. Ream of Lostant with a brief address on "Responsibility for Lack of Cars and Delays in Transit." Mr. Ream thought the locating of the responsibility difficult. In his own particular case, he had not suffered so much as some others; but, he continued:

I know, and I presume every other grain dealer knows to his sorrow, that we have frequently had



JOHN H. HERRON, SIDELL.

Director Illinois Grain Dealers' Association.

various amendments, and when the bill was ready for passage, Senator McKinzie introduced a substitute bill which included the charitable institutions only; and when analyzed carefully about the only persons coming under its provisions would be the scrub women, window washers and, possibly, the chambermaids. This abortion was sent back to the House for concurrence, where it got "lost in the shuffle" during the disgraceful and shameful proceedings that terminated the Forty-third General Assembly. Your committee did not attend the wake.

While the result is not what we desired, we cannot but feel that some headway has been made in a just and righteous cause; and that the work started during the last session of the legislature will ultimately result in the enactment of a true civil service law by the Forty-fourth General Assembly. When you consider that a genuine civil service law means the withdrawal completely of all political patronage and awarding the thousands of offices now held by those whose only qualifications are their abilities to carry primaries and elections, to those who by fairly conducted public examinations prove their ability and capacity for the office they seek, you can form some idea of the difficulties of our undertaking. Most of you are men of affairs in the various localities in which you reside, and no doubt each of you has seen how hard it is to choke off the average office-holder who has a good hold of the public teat. A certain state officer who, it is said, will be a candidate for governor in 1904, had an active lobby against the bill, as the spoils politician naturally has little love for a measure which would deprive him of his principal stock in trade; namely, "jobs for the workers."

The active support of the measure came from both the great political parties, as both platforms had endorsed civil service; but Senator Berry said, "These planks in the platform were not intended to stand on, only to get in on." This Association stands for everything that is good and beneficial for the grain trade and the farmer, and every improvement in the handling of the cereals of this great state is not only a benefit to the dealers, but means an enhanced value to the farmer and producer. Therefore, every inefficient and blundering



GEO. DE LONG, FOOSLAND.

Director Illinois Grain Dealers' Association.

our elevators full of grain and vainly called for cars. The freight traffic managers, although fully aware that the market was declining and that every day meant an additional loss heaped upon us, seemed indisposed to help us out of our predicament. You who are so fortunate as to have the choice of shipping over one or two or more roads can never know what it is to be snubbed and turned down by a country station agent; yet if you get close to him, he will give you ample reasons why you should not blame him. And all the other officials will place the blame on some one else.

Even the man whose duty it is to foresee the needs of the company in the way of rolling stock will deny responsibility. The purchasing agent, who puts off from time to time buying locomotives until it is impossible to get what he needs, will promise you it will not occur again; but the history of the trade assures us that we have car famines and blockades with a frequency that proves beyond all doubt the inability of the present railway managers to provide efficient transportation facilities. If the directors have declined to provide sufficient funds to buy needed rolling stock and locomotives, as seems reasonable to suspect, then, in the interest of the general shipping public, the laws should be rigidly enforced and suits should be brought to have charters revoked and the right of way to revert to the original owners.

In condemning the land for railway purposes the railroad company enters into a contract with the public to provide facilities for transporting all freight and passengers. When it fails to perform its duty, then it is high time that charters are canceled. I assure you it would not be necessary to punish more than one company in this way. The others would increase their capitalization and provide sufficient facilities to care for the needs of would-be shippers. Railroadings would take on more the character of legitimate transportation and savor less of the stockjobbing game.

The stock of every railroad has so much water in it that were it to be squeezed out all at once it would surely drown the promoters and officers identified with it. The transportation companies of the present day seem to be organized for the purpose of exchanging beautifully engraved certificates for

the public's money. True, these certificates do represent, in most cases, some real value; but if their full face value was put into transportation facilities we would not waste our time here discussing the why and wherefore of insufficient facilities.

You and I spend much money in building up our business and are entitled to continue in the enjoyment of the fruits of our labors. It is not right that we should be compelled to suspend business three or four months every winter, because of the incapacity of the carrier to transport our grain. The problem is one which rests entirely with the railroad men for solution. It is their duty, their first duty, to solve this problem. Should they fail, it behooves us to force them to give way to men who will provide facilities.

Another speaker thought the only way to solve this perennial problem is to devise some means to make the railways responsible for damage caused by the delays in furnishing cars. Demurrage should work both ways.

Ex-President Knight: We have taken up the matter with the railroads and find they are short of rolling stock and motive power.

J. W. Radford: A bill to require the railroads in Illinois to pay demurrage to shippers as well as damages for delays in furnishing cars was killed in the late general assembly.

Another gentleman said the solution lies, as suggested by the committee report on legislation, in the election of legislators who will legislate. "We resolve, but when our resolutions and wants get to Springfield they are killed."

Mr. Mowry: This behavior of the legislature is an old story. We begin too late. We should begin our work in the next legislature now.

S. S. Tanner told in a graphic and humorous way the way measures are smothered at Springfield. Legislators cannot be depended upon, for as long as there are offices to give out the public interested in reasonable legislation can never get decent treatment. We are the real culprits, however; we elect "cheap skates" and suffer for it. There are a few good men in the general assembly, but they are in the minority. We should begin at once to elect the next Illinois legislature and the members of the Illinois Grain Dealers' Association should take a hand in the job.

Sec'y Stibbens of Chicago, as a prelude to some remarks on the work of the National Association, said in explanation of the failure of the civil service bill at Springfield, that the present secretary of state, who aspires to the position of governor, in succession to Gov. Yates, was one of the active workers against the measure; and that Mr. McKenzie, who introduced the substitute bill in the senate, applying civil service to charitable institutions only, is a candidate for lieutenant governor and against the bill for obvious reasons. Mr. Stibbens thought it the duty of the Illinois Association to see that these fellows were dropped from the list of Illinois office holders. You must begin now, gentlemen; for the politicians are already at work and will beat you out if you keep waiting.

Mr. Mowry: The National Association should have greater financial support. It is not a question of what it costs, but what it does; and it is doing a great work.

As to Illinois, the coming year is one of great possibilities, he said; and he urged that the entire support of the members be given freely and heartily to the work to be done by the officers.

Adjourned.

SECOND DAY THURSDAY, JUNE 5.

The final session of the meeting began with the reading of the report of the committee on resolutions by H. I. Baldwin, as follows:

Whereas, During the past year Divine Providence has removed from among us, by the hand of death, our beloved friend and companion, B. S. Tyler, and one of the founders of this organization, who has acted as our president and secretary, and to whom this Association owes a debt of gratitude for his wise counsels and mature judgment in all past deliberation; and

Resolved, That the Illinois Grain Dealers' Association, in convention assembled, express our sincere sympathies for his family and friends; and, therefore, be it

Resolved, That a copy of the resolution be sent to his family and spread upon our records.

We also deplore the loss of the following useful members of this Association: Mr. Nelson of the firm of Hull & Nelson; Morris J. Carstens, Jr., of Carstens & Sons.

Whereas, The condition during the past year has

necessitated a vast amount of labor on the part of the officers of this Association; therefore, be it

Resolved, That this convention congratulate them upon their successful administration of the affairs of this Association and that they are entitled to our thanks for their efforts.

Whereas, It has been fully demonstrated that arbitration is the people's method for settling disputes amongst members of this Association, and that much expense has been saved and good feeling promoted by it; therefore

Resolved, That we recommend this method to all members.

Resolved, That it is the sense of this convention that no new dealer shall be admitted to membership in this Association unless he shall be recommended by two or more members of this Association in contiguous territory.

Resolved, That it is the sense of this Association that it would be best for the trade in general if only one system of inspection were maintained at New Orleans.

The memorial resolutions were adopted by a rising vote; the others by unanimous *vive voce* vote.

Prof. Hopkins of the University of Illinois Agricultural Experiment Station at Urbana then devoted about an hour to a most interesting and valuable talk on the breeding and cultivation of corn in order to produce the different varieties specially demanded by the corn millers, the feeders and the manufacturer of corn oils, etc., all of which are different. The lecture was illustrated by charts.

The Professor specially urged the dealers to call the attention of Illinois farmers to the fact that the bulletins of the Station are distributed free to those interested. They give a full record of all experiments by the Station—successes as well as failures; and are of great value to a progressive farmer.

A vote of thanks was extended to Prof. Hopkins for the lecture.

Ex-President Knight congratulated the Association on the election of Mr. Mowry to be president, and Mr. Beyer to be secretary and predicted a successful year's work in 1903-4.

After a brief address by S. S. Tanner, in which he said that all the "ruffled feelings" of the day before over the election of officers had been "smoothed," and that he could and would pledge the faithful loyalty of every member of the defeated party to the Association and its officers and its work, "America" was sung and the meeting adjourned *sine die*.

ALONG THE WIRES.

Now let us have another successful year.

For once, Decatur was cool in June and wet—on the outside.

That was a good story that Tanner told about the roll call.

Louis Mueller with T. A. Grier & Co. represented the Peoria market.

All went home in good humor and "tickled to death" with the new officers.

Tyler, Harney & Co., of Decatur, put up a blackboard and furnished the markets during the sessions.

"Uncle Bob" wasn't on the program but he had some of his letters there to tell dealers how to consign.

There were many inquiries for our Boy Solomon and the Red Letter man of Toledo. Where, oh, where were they?

A great many dealers examined the working model of the Boss Car Loader which was exhibited in a room adjoining the convention hall.

A tribute was paid to the memory of B. S. Tyler, his friends purchasing a wreath of flowers which was sent to the cemetery and placed upon his grave.

Secretary Mowrey entertained Secretaries Geo. A. Stibbens, Chicago; Geo. A. Wells, Des Moines; A. H. Bewsher, Nebraska, and S. B. Sampson, Indianapolis.

There were a number of souvenirs distributed and entertainments given. J. G. Woodman with Rosenbaum Bros. distributed bill holders; H. H. Randolph of Decatur supplied every one with fans; H. J. Baldwin served visitors with carnations and lemonade; H. Stanberry with Millers' National Insurance Co. provided refreshments at his headquar-

ters, and C. A. Burks of Decatur and C. A. McCotter of the Grain Dealers' Mutual gave out handsome calendars.

The Grain Dealers' Mutual Fire Insurance Company was represented by C. A. McCotter, James J. Fitzgerald and Hugh McAlpin and the Millers' National Insurance Co. by H. Stanberry.

The Toledo market was represented by Charles Knox of Reynolds Brothers, William Worts of Worts & Emmick, H. D. Raddatz with W. A. Rundell & Co., and Chief Grain Inspector E. H. Culver.

The last day was a short one for work, but it gave the dealers the opportunity to take part in the reception of President Roosevelt in the afternoon before leaving for home. Many remained in the city to pay this tribute of respect to a popular President.

The following registered from St. Louis: James A. Connor of Connor Bros. & Co., E. L. Waggoner and T. C. Taylor of Brinson-Waggoner Grain Co., C. L. Wright of J. L. Wright Grain Co., Harry Hunter with Chris Sharp Commission Co., Louis Weinberg with Funston Bros. & Co., Martin Mulally with John Mulally Com. Co., R. S. Nelson with Morton & Co., H. A. Van Rump with Bert



DO YOU KNOW THIS TOLEDO DELEGATE?

H. Lang & Co., W. W. Powell with Sherry-Bacon Grain Co., Jas. Parrott of Parrott-Day Co., W. C. Seele with P. P. Williams Grain Co.

From the southern markets: F. H. Hedges with A. Brandeis & Son, Louisville, Ky.; S. M. Bray of Williams & FitzHugh Co., Memphis, Tenn.; A. C. Gale of Gale Bros., Cincinnati, Ohio; Bert A. Boyd, Indianapolis; Joseph T. Gehring, Indianapolis; J. E. Robinson, assistant chief and supervising inspector Board of Trade, New Orleans, La.; S. S. Kerr, Nashville, Tenn.

Machinery departments were in charge of the following: S. J. McTiernan, representing Huntley Mfg. Co., Silver Creek, N. Y.; S. A. Friedman and H. P. Harpstrile, representing Maroa Mfg. Co., Maroa, Ill.; T. M. Van Horn, representing Barnard & Leas Mfg. Co., Moline, Ill.; W. A. Henninger, representing Ashurst Press Drill Co., Havana, Ill.; W. L. Penney, representing Cook Mfg. Co., Albion, Mich.; G. T. Burrell of Burrell Engineering and Construction Co., Chicago, Ill.

Chicago, as usual, was well represented. There were F. M. Bunch and Edward Hymers of Rumsey & Company; G. W. Ehle with Ware & Leland; Frank J. Delancy with Nash-Wright Co.; J. G. Woodman with Rosenbaum Brothers; A. W. Lloyd and Geo. B. Dewey with Fyfe, Manson & Co.; J. W. Radford with Pope & Eckhardt Co.; O. C. White with Hemmelgarn & Co.; A. E. Wood with E. W. Bailey & Co.; F. G. Olson with J. Rosenbaum Grain Co.; Jas. A. FitzSimmons with W. R. Mumford Co.; J. M. Maguire with Sam Finney; H. F. Benbow with L. Everingham & Co.; F. M. Baker and B. F. Traxler of Baker & Traxler; Wm. Hirschey with E. W. Wagner; H. L. Miller with A. C. Curry & Co.; H. M. Bragg and W. G. Husband with Pratt

& Buckley; John F. Howard; H. C. Tait with Warner & Wilbur; J. H. Moberly with Weare Grain Co.; J. H. Donnelly with Crighton & Co.; W. Crearco with J. P. Mackenzie & Co.; F. F. Massey with W. H. Laidley & Co.; E. P. Cline with Carrington, Patton & Co.; W. M. Stickney with Lowell Hoit & Co.; J. J. Morris with Wanzer & Co.; M. M. Day with Gillett & Denniston.

The following dealers signed the register: W. H. Reedy, Towanda; J. C. Corbett, Chatsworth; Abel Brooks, Bloomington; Geo. C. Dunaway, Utica; Geo. D. Montelius, Piper City; R. B. Andrews, Macon; S. M. Snyder, Metamora; T. J. McGuire, Eureka; H. N. Knight, Monticello; C. B. De Long, Fithian; Wm. Moschill, Morton; Geo. L. Hight, Walker; B. F. Tucker, Morton; D. L. Webb, Assumption; Marvel D. Evans and Geo. W. Smith, Waynesville; R. Orr, Kenney; Uriah Jones, Lowell; Geo. De Long, Foosland; J. F. Cooley, Kenney; A. C. Duncan, Lintner; Jas. Walse, Piper City; J. W., Jr., and J. A. Ellis, Deer Creek; T. P. Baxter, Taylorville; Henry W. Mathis, Morton; Jas. Delany, Niantic; H. C. Baldnet, Carlock, Ill.; N. B. Clandon, Fairbury; H. J. McDonald, Frankfort; F. S. Sanson, El Paso; T. D. Hanson, Villa Grove; J. R. Wagner, Metamora; A. B. Means, Cooksville; F. L. Ream, Lostant; Geo. W. Hutton, Auburn; H. Richard, Paris; Chas. Heim, Paris; E. F. Verry, Harrington; W. H. Council, Williamsville; A. W. Shepard, El Paso; Ed Rice, Ridgway; R. W. Thorpe, Wapella; Chas. B. Appleby, Casey; John Rapp, San Jose; P. O. Bryant, Allenville; W. H. Adams, Mt. Joy; J. N. Hairgrove, Virden; F. Holzman, Grant Park; S. S. Tanner, Minier; J. F. Van Gundy, Macon; J. M. Greene, Wapella; Harry Allen, Broadlands; V. C. Elmore, Ashland; W. E. Johnston, Arrowsmith; Samuel Mangas, Lincoln; W. J. Culbertson, Delavan; Jas. W. Barrett, Pekin; John Gordon, Lincoln; H. E. Kinney, Mattoon; F. L. Warner, Fisher; Wm. Noble, Foosland; F. L. Warren and R. T. Miles, Fisher; E. F. Cleveland, Pekin; J. R. Howell, Burrowsville; H. M. Lloyd, Beason; J. R. Aston, Emden; H. H. Newell, Bloomington; John H. Doyle, Long View; John H. Heron, Sidell; T. E. Doyle, Arcola; Victor Davan, Warrensburg; Edwin Beggs, Ashland; E. G. Hayward, Cooksville; Foreman Lamoreaux, Thawville; C. W. Spilty, Lincoln; W. H. File, Irving; B. A. Turner, Edinburg; P. E. Ballett, Edinburg; W. B. Berry, Breckenridge; N. A. Mansfield, Niantic; Thos. Ogden, Dewey; Thos. New, Tomlinson; J. M. Jones, Dewey; E. W. Crow, Blue Mound; Wm. Loveless, Taylorville; Chas. E. Evans, Taylorville; W. H. Hutchins, Farmer City; H. H. Claffin, Virden; M. E. Camp, Bement; R. C. Hamilton, Ogden; J. W. and James A. Moberly, Windsor; H. E. Parsons, Philo; J. B. Magee, Cairo; J. A. Freese, Ogden; Chas. Taylor, Milmine; W. G. Ludwig, Secor; A. B. Smith, Rosemond; John Wrenn, Washington; M. L. DeLaney, Ivesdale; A. Ritsche, Taylorville; J. W. Brobasco, Bloomington; John A. Wesch, Arcola; W. Peck, Monticello; J. M. Current, Homer; J. P. Woolford, Galton; A. V. S. Lloyd, Normal; Henry Eversole, Newman; L. Hutchinson, Sibley; F. E. Wendel, Forrest; J. L. Belden, Dalton City; J. G. Daly, Philo; John Ervin, Pascola; F. Fuson, Pierson; C. E. Davis, Arthur; Jas. Kitchin, Arthur; A. L. Hardin, Charleston; R. J. Railsback, Hopedale; H. L. Anderson, Rockport; Geo. Beyer, De Pue; Orrin Palmer, Kemper; W. O. Moyer, Chesterville; Chas. W. McClusky, Blue Mound; A. L. Stanfield, Edgar; J. Harley Banta, Ridge Farm; J. F. Ellis, Stonington.

Thos. H. Botts & Co. of Baltimore recently received a car of wheat from Indiana that contained 1,800 bushels, being the largest car of wheat ever hauled into that city.

Wm. Martin, a farmer near Winnipeg, has a field of winter wheat, sown on August 1, 1902, which at June 1, was 22 inches high and beginning to head. The plant was strong, and gave every evidence of producing a good yield. It is said that winter wheat has been grown successful for some years in Southern Alberta, but in the Red River Valley it is a new experiment.

H. L. SPANGLER.

Oklahoma, one of the greatest grain producing localities of the Southwest, especially of wheat, and that portion of it which is being reached by the Kansas City, Mexico and Orient R. R., now under construction, and which when completed will give Kansas City a direct connection with as well as a short line to both the Pacific Coast and Mexican Gulf ports, induced H. L. Spangler to build a line of elevators on this road. Locating his first house at Byron, which was completed in December, 1902, he now has houses at Cherokee and Yewed under construction, to be completed before the moving of the present growing crop, and others will be erected from time to time as the road advances until all the good Oklahoma points are occupied. Each house is modern, well built and of 10,000 bushels' capacity, gasoline engines being used for power.

Mr. Spangler was born in Wyandot, Illinois, on August 16, 1866. He received his education in the schools of that town and after completing the course entered the service of the Burlington railroad at Chicago in 1884, remaining there until December, 1885, when he went to St. Joseph, Mo., to accept a position with the St. J. & G. I. R. R. with which



H. L. SPANGLER.

road he is still associated. Having come in contact with grain men along the line, as well as having been associated with prominent grain men of both St. Joseph and Kansas City, and to some extent through their association, he decided to take up the grain business as before stated.

The part of Oklahoma in which he is operating is a great wheat country. Corn, however, and cane and kaffir corn are quite extensively raised, a great deal of which is marketed during the season.

The towns mentioned as the sites of Mr. Spangler's elevators are located in that part of Woods County which is considered most fertile and prolific, crop failures being unknown; and from present outlook this year will be the record breaker in the history of the territory.

Mr. I. F. Spangler, who for many years has been in the mercantile business in Nebraska, has taken personal charge of these houses with headquarters at Cherokee, Oklahoma. He already has made a host of friends among the farmers and grain dealers of this section. He is a genial fellow and otherwise merits their confidence by his fine personal character. Mr. H. L. Spangler sees a great future for this locality in the grain business and is pushing the work of improvement for the enormous crop now being harvested.

An original "cuss" in New York has begun making "books" on stocks. One share is the minimum trade, but several patrons may form a one dollar pool, so that the individual speculation may involve but a fraction of a share. The man who trades in

two, three, and five shares is regarded in that crowd as a reckless plunger. Transactions are based upon quotations received from a public ticker. It is a bucket shop in miniature.

THE NEW ELEVATOR LAW IN WISCONSIN.

While the bills to create a board of grain commissioners for the state of Wisconsin to have charge of a new inspection bureau failed of passage at the recent session of the legislature, in the last moments of the session the following bill was rushed through, after having laid untouched in a committee room since January. The law reads as follows:

Section 1. Every person, firm or corporation operating a warehouse in this state, either as owner, occupant of lessee, wherein grain or flax is received and stored in bulk by mixing the grain of different owners and where warehouse receipts are issued thereon, shall maintain an office in the town, city or village where such warehouse is located and shall keep in said office a complete record of all grain and flax received, stored and shipped.

Sec. 2. The record mentioned in Section 1 shall contain the name of the grain received and shipped, grade of same, the quantity, date of receipt, how stored (in a bin by itself or in common with other grain), date of shipment out with grade and quantity shipped.

Sec. 3. No warehouse receipt shall be valid unless the same is issued from said office and a record made of same therein as hereinafter provided, before delivery of receipt, and every such receipt shall show on its face or by endorsement thereon that it is so recorded in the office of the warehouse issuing the same.

Sec. 4. Whenever warehouse receipts are issued there shall be kept in said office a complete record of the same by date, number, to whom issued, for what grain, giving name, grade, quantity, and when same are surrendered or cancelled, a record of such cancellation.

Sec. 5. The records above provided shall be open at all times during usual business hours to the inspection of any and all persons having grain or flax stored in said warehouse, or holding any warehouse receipt issued thereon, and the owner or holder thereof may require shipment or delivery of grain by surrendering his receipt or other evidence of storage at said office.

Sec. 6. Any person or corporation and each and every officer, agent or employe thereof violating any provisions of this act, or doing any act contrary to the provisions thereof, or failing to perform any duty imposed hereby, or refusing to comply with any requirements of this chapter, shall be deemed guilty of a misdemeanor, and shall be punished by a fine of one hundred dollars for each day of violation of the provisions of this act, or imprisonment not to exceed two years, or by both fine and imprisonment.

Sec. 7. This act shall take effect and be in force from and after its passage and publication.

It is now said the Wisconsin inspection law of 1895 will be revived to force Wisconsin inspection at Superior; and that Superior busybodies will make every possible effort to prevent the Minnesota inspectors from working at the Superior elevators.

NEW ELEVATORS AT KANSAS CITY.

Kansas City papers on May 20 announced that the contracts were completed for the erection of a 1,200,000-bu. grain elevator in the new yards of the K. C., St. J. & C. B. R. R. (Burlington system) on a site about three-quarters of a mile north of Harlem station, a suburb of Kansas City, Mo. It will be ready for use about January 1 next, and will be operated by the Harroun Commission Company of St. Joseph and Kansas City.

The contract calls for an elevator with a capacity for loading and unloading seventy-five cars every ten hours. The working part of the house will be of wood with a capacity of 300,000 bushels, and the storage tanks will be made of tile and will have a total capacity of 900,000 bushels. The ground and track facilities will permit of the addition of another million bushels' capacity.

It is further announced that the Mo. Pac. Ry. will build another house to hold 1,000,000 to 1,200,000 bushels, to be operated by the new company known as the Hall-Baker Grain Company of Kansas City. The site of this house has not yet been selected, but it is said it will be near the repair shops in the East Bottoms.

TEXAS GRAIN DEALERS.

The fifth annual meeting of the Texas Grain Dealers' Association was held at Houston on May 21 and 22. About 100 members and visitors were present.

After the invocation by Rev. E. W. Birckert and the address of welcome by D. D. Bryan, city clerk, on behalf of the mayor, and response was made by J. B. Keel of Gainesville. President G. J. Gibbs of Clifton opened the business of the meeting by his annual address, in which, among other things, he said:

In opening the fifth annual meeting of the Texas Grain Dealers' Association, I desire to congratulate the members upon the success of the organization started in 1898, with eleven members. It has grown to include 150 active members in good standing. Its membership now embraces nearly every responsible shipper in Texas, as well as almost the entire list of the best receivers in the state. That its workings have been for the mutual good and benefit of all concerned is proven by the increase in our membership during the past two years, which have been very unfavorable grain seasons in our state. During 1901 and 1902 Texas produced no corn and but small crops of oats and wheat; yet the membership of our association has grown steadily. The report of our secretary will show a healthy financial condition of the affairs of the Association, and the very small amount of arrearages for dues certainly speaks loudly for the regard the members have for the organization.

During my terms as president I have had the hearty and earnest co-operation of every officer and member, and this valued assistance has rendered the duties of my position very pleasant, indeed. . . . The arbitration feature of our Association, in my opinion, is one of its strongest, if not the very strongest claim, we can present to the trade interested in grain. In 1901-1902 we had before the arbitration committee some 53 cases, involving about \$10,000. In 1902-1903 94 cases were filed for adjudication by the committee, involving about \$8,000. All this business has been handled before our arbitration tribunal generally in a manner satisfactory to the disputants, and your secretary's report will show that the fees received for arbitration have exceeded the cost of conducting the hearings. This record speaks loudly for our system, and I would recommend great care and deliberation in making any material changes in the present rules governing arbitration. I believe our rules are very clear and complete, and that it will be a difficult task to improve them to any great extent.

I would recommend that the constitution should be so changed as to permit the executive committee to fix the time and place of annual meetings. . . . In January I visited secretary Dorsey at his office in Weatherford and examined his books and papers. I am pleased to say that I found his records correctly kept, and that all his accounts and transactions are arranged in systematic and business like manner. As the Association has grown, so has the work of the secretary's office increased, yet Secretary Dorsey appears to have kept full pace with its growth, and his books and accounts are in such shape as to merit the commendation of every member of the Association. . . .

Secretary Dorsey then read his annual report, as follows:

I submit the following as my report for the last fiscal year: We had, at the close of last year, May 20th, 140 members, and have received this year 30 new members, making a total of 170 members. Resigned during the year, 16, and suspended for nonpayment of dues, 10; total, 26; leaving a net membership of 144. Of the ten suspended, nine were subject to suspension and should have been suspended prior to the last annual meeting. They were left on the roster with the hope of getting them to pay their dues, but without avail; hence the suspensions for the year have really been only one, which I consider excellent. I am pleased to advise that there are at present, only three members who have not paid their dues up to date, and who are now subject to suspension, but I have hopes that they will yet pay their dues.

Financial statement:

Receipts:	
Cash on hand May 20th, 1902.....	\$ 466.39
Received membership fees this year.....	300.00
Received dues this year.....	1,832.30
Received deposit fees, cases for arbitration..	330.00
Received for advertising.....	45.00
Received refund of express charges.....	1.60
Total	\$2,975.29
Disbursements:	
Traveling expenses arbitration committee..	\$ 99.55
Printing and stationery.....	110.05
Refund depositing fees in arbitration cases..	200.00
Postage	172.03
Dues to National Association.....	129.00
Long distance telephone bill.....	106.70
Exchange	1.40
Express charges	7.50
Secretary's salary	1,200.00
Traveling expenses Ex. Com. and officers and other incidental expenses	421.75
Total	\$2,447.63
Balance on hand	\$ 527.66

I consider this the best showing we have ever been able to make. I am pleased to advise that the influence of our Association is growing and extending along all lines. As I have from time to time kept you advised by circular of the work we have been doing, it is useless for me to tax you with a long annual report. I presume you will be more interested in the numerical and financial reports above.

It has been my earnest effort to look after interests affecting the Association, and its members, and if I have not served all of you, it has been your fault, as I have been ready at all times to respond to every call. Most all our members respond promptly to any call I make on them for crop reports or other matters, but a few fail to see the necessity of this, and upon them I would urge the necessity of prompt action, as the Association can be made of more benefit by co-operation.

During the last legislature, your officers did all they could by correspondence and visiting Austin to further measures of interest to our organization, but I regret to advise that we accomplished very little, except to get sentiment started. We insisted in securing the passage of a bill by the legislature, freeing grain dealers and other merchants from the payment of occupation taxes, but the governor vetoed the bill. There were other measures we tried to get through and failed, such as the gathering and disseminating of crop statistics, the collection of overcharges from the railroads, etc. I could mention many other things, but as above stated I have tried to keep you advised by circular.

From correspondence had from this office I am convinced that it will be to the interest of this Association, so to amend our arbitration rules as to permit an unconditional appeal from the decision of the arbitration committee to the executive committee, and from the executive committee to the arbitration committee of the Grain Dealers' National Association, and I trust that such an amendment will be offered and adopted at this meeting. I further believe it will be to the interest of the Association to give the executive committee power and authority to fix the time and place for holding our annual meetings, and I trust this body will consider this proposition also.

At the afternoon session, a paper was read by J. B. Pondrom of Pilot Point on "Subordinate Organizations." Mr. Pondrom favored such organizations in connection with the State Association, both because they brought local dealers together frequently and resulted in a larger membership of the state Association. He also said local associations were necessary in Texas for the collection of statistics of crops and grain stocks. He added also:

Another very strong reason is found in the impossibility of a general discussion of new methods and laws for the government of the state organization during the annual convention and the fact that the annual conventions are not attended by a sufficiently large percentage of its membership. By the formation of local bodies and their assemblage together more frequently many measures for general benefit might be evolved, discussed and prepared for action by the general convention at its yearly meetings, while matters pertaining to purely local difficulties could be taken up promptly by members familiar with the situation and properly adjusted or protected without waiting upon the slow process of action by the body at large.

Lastly, I favor it because history has revealed many instances where good laws have failed of enactment and bad laws have been established simply and solely through apathy on the part of those to be benefited or damaged by their enforcement. Such being the case, and knowing how futile it is to expect each individual to interest himself in matters for general good unless his enthusiasm is aroused by frequent discussion and personal contact with other interested parties. I favor providing a means whereby his interest will be kept aroused and active, as would result from the proposed method and no other.

Mr. Crenshaw of Fort Worth supplemented Mr. Pondrom's reasons by others based on the assumption that the locals would be of value in bringing about quick settlements of disagreements between dealers.

As a result of the general discussion the chair was directed to appoint a committee to formulate a plan for the organization of associations of local dealers. Mr. Gibbs appointed J. A. Stephenson of Alvarado, J. P. Harrison of Sherman and L. G. Belew of Pilot Point.

The following report of the arbitration committee was read by W. O. Brackett of Sherman:

The establishment of the principle of arbitration was at the time of the organization of our Association one of the objects most sought after by such organization, and the growth of the labors of the arbitration committee, and the attitude of the members of the Association, and of the outsiders toward its work is the best index of the success of the association idea in general. Unhesitating readiness to submit differences to arbitration and to abide by the decision thereof signifying a fair-minded and enlightened view of mutual responsibilities and desire to do justice to all as we wish it for ourselves, is destined to remove the worst obstacles to profitable and pleasant relations.

During the twelve months covered by this report there have been filed with the arbitration committee for its decision, 94 cases, involving a total of \$8,134.13. During the past year none of our members have been guilty of refusal to submit to arbitration or failing to abide by the results thereof.

While it is impossible to explain in detail the work done, yet its work speaks for itself; and the committee feels that the results are highly encouraging and bespeak marked progress toward the adoption of harmonious methods in our business, and there is every reason to believe that the advance will continue.

It will be seen that the volume of business handled by the committee is very considerable, requiring much time and thought for its proper disposition, and all reasonable effort should be made by those having disputes to abridge the labors of the committee. The individual members of the body contribute their time without compensation, leaving their own private affairs. While they do so cheerfully, their work should be lightened whenever possible by the settlement by individuals of many petty claims of trifling amount and import which are now submitted, and which in most cases require as much expenditure of time and thought in their proper consideration, as questions involving large amounts and important principles.

As a general proposition the committee has found that the vast majority of cases coming to them for decision arise from the loose and careless making of contracts and confirmation of same, leaving points to be adjusted by the committee which should have been settled by mutual understanding in the first place.

A most important result of the work of the committee is the ascertaining of those parties who are not disposed to transact business along fair and equitable lines; but this benefit will be lost if members fail to observe the rules adopted by the Association in regard to trading with such individuals. Even supposing that he has escaped the penalty provided for such injustice, besides taking an uncommercial risk himself, when he persists in doing business with those who have been adjudged unworthy of confidence.

The committee has used its best efforts and most careful thought in arriving at all decisions, which have been unanimous in every case, and conscientiously feel that its duty has been performed to the very best of its ability. Being only human, it would not be strange if the members may have erred at times, and even if this is not so, it would be but natural that those against whom adverse decisions have been rendered might feel that possibly full consideration had not been accorded their claims. However this may be, the committee desire to testify to the absence of such criticism, and to thank the members for their consideration and courtesy in this and every other connection.

J. P. Harrison of Sherman, a World's Fair Commissioner, read a paper on "The Interest Grain Dealers of Texas Have in the St. Louis Fair." The points made were that a proper exhibit at St. Louis would remove from the public mind the "six-shooter-tarantula" idea of the state and present to the world the real Texas—a state an empire in size and in all the possibilities of development to make it the home of a great, wealthy and intelligent people.

It appearing that \$100,000 were needed to make the exhibit contemplated by Mr. Harrison for the state, the members were individually urged to lend every assistance possible in their own localities to raise this sum prior to July.

SECOND DAY—MAY 22.

After some minor business Secretary Dorsey read the following communication from Chief Inspector C. McD. Robinson of Galveston on the question, "If corn will grade No. 2 in Kansas City, what are the reasons it will not grade No. 2 in Texas?"

While recognizing the importance of the question and knowing how the members of this Association have been affected by it, still I do not believe it one which admits of much discussion. For if No. 2 corn is loaded into cars at Kansas City, or any other place, and is properly graded according to the rule in force at all grain centers, viz., "shall be dry, sound and reasonably clean," it will grade No. 2 in Texas, unless loaded in a defective car or unless detained an unreasonable length of time by the railroad from various causes.

I know of no scientific method of grading corn; and I assure you that it rests entirely upon the experience and common sense of the inspector; and I repeat that when corn in proper condition is loaded into "good order" cars it should and would arrive in good condition at its destination if given reasonable dispatch in transit.

Col. Prouty, chief inspector of Oklahoma, called attention to the different degrees of dryness in corn received in Texas, northern corn being at all times, as especially at present, much less hard and dry than Texas corn, the former being dried by frost and the latter by heat. Hence the greater difficulty in keeping northern corn in condition in the south.

Papers were read on "Arbitration" by H. H.

Haynes of Gainesville, and on "State Supervision of Weight," etc., by J. J. Hanna of Galveston.

Reports of committee on changes of constitution being in order, an amendment to that instrument was read giving the executive committee power to fix the time and place for holding the annual meetings; another, amending Sec. 10 of the same instrument to reduce the amount permissible for appeal from the arbitration committee to the executive committee from \$50 to \$25; and another permitting appeals directly from the state arbitration committee to that of the National Association, on same conditions as required for appeals to the state executive committee, in cases involving sums in excess of \$25; all of which amendments were agreed to.

The committee on plan for local organization recommended the following, which was adopted:

Your committee beg leave to say that we advise this Association to grant this privilege to its members. We recommend that in so doing, in the event of such organization, they submit their by-laws to the executive committee of the state organization, who shall pass upon the same and who shall make such changes as they deem necessary.

We recommend that the state organization in granting permission, do so with the understanding that these local unions shall be under the control of the state organization and that they shall not

7,000,000 bu capacity, was floated by the Englishmen, securities aggregating about \$5,000,000 were floated on the property. Figuring roughly, it is said the mere elevator structure, apart from the land, can be built at a cost of about 10c per bushel capacity."

CURRY & CO'S. WORKERS.

The men behind the guns do not always wear the epaulets and "Co." is quite as comprehensive as any other form of anonymity. And so, while A. C. Curry of the commission firm of A. C. Curry & Co. himself attends to the cash business, the "Co." comes out strong and deserves mention in other directions.

Arthur J. Flynn, for example, has charge of the speculative business, for which his twelve or more years of experience peculiarly fit him. H. L. Miller, on the other hand, does the traveling among the country dealers, with whose interests he was himself for a number of years identified as the operator of a line of stations. Not the least interesting individual of the "bunch" whose portraits decorate this page, is H. L. McCourtie, chief

the Berlin Danzig or Breslau bourse prices, deducting charges and freight to those markets.

In consequence of the new bourse law, the Magdeburg produce market deteriorated, and then began a hard struggle between the agrarians and the grain dealers of that province, and it can be said the cornhouse in Halle is a victim of that struggle. Notwithstanding the support of the government, which ordered the commissariat officers of the army to buy from the cornhouse at current prices, the trade paid to the farmers better prices and sold cheaper to the army officers. Further, the administration was so costly and the whole management so bureaucratic and "red taped" that the few friends the institution had amongst the farmers finally gave up trying to work with it.

The history of the cornhouses in Hesse is similar. The agrarians argue that the cornhouse society is not at all a company to make money and to pay dividends. It is established in the interest of the commonwealth and the only condition of its existence is to support and to help the farmers and producers. Such is the apology of the agrarians.

Finally there are the cornhouses in Pommerania and South Germany to be mentioned, especially that of Mannheim. The Pommeranian houses have



ARTHUR J. FLYNN.



H. L. MCCOURTIE.



H. L. MILLER.

do anything which will bring trouble to the state Association.

We further recommend that if any district or county wishes to organize local unions, they shall make application to the executive committee of the state Association, accompanied with such fees as the executive committee may decide upon.

Officers were elected as follows:

President—G. J. Gibbs, Clifton.

Vice President—J. Z. Keel, Gainesville.

Second Vice-Pres.—Eugene Early, Waco.

Secretary-Treasurer—H. B. Dorsey, Weatherford.

Executive committee—The above named officers and C. P. Shearn of Houston, L. G. Belew of Pilot Point, and J. P. Harrison of Sherman.

Arbitration committee (selected by executive committee)—W. O. Brackett of Sherman, T. M. Sleeper of Waxahachie, and W. W. Andrews of Fort Worth.

After adjournment, about 40 of the members went by invitation to Galveston, where they were the guests of the Galveston Wharf Company, under whose direction they were taken on the tug Cynthia and shown the harbor, the jetties, the shipping, etc., as well as other points of interest in the new city, including the great sea wall now building, designed to prevent a repetition of the awful destruction caused by the famous storm and tidal wave of 1900.

The public elevators of Chicago have asked for a conference with the Board of Trade directors with a view to increasing storage rates. "At an experience meeting attended by all the warehouse proprietors not long ago, it was declared by each one present not a dollar had been made by the grain elevator operator in two years," says the Record-Herald. "It is estimated the greatest grain capacity here could be duplicated for about \$10,000,000. When the old Munger-Wheeler elevator system, with

of the office force, whose capacity for "quick returns" to shippers in the form of checks makes him an exceedingly popular personage to the firm's patrons. It is a very nice combination, indeed, whose six years' work has put the firm on a high plane among Chicago receivers.

THE CORNHouses OF GERMANY.

The cornhouses of Prussia were constructed (figuratively) on a wrong foundation, because the whole question has a political character in this country. Seven years ago the government brought into the chamber a proposal to build cornhouses and to support them. This was in response to an urgent demand of the "Farmers' Alliance" (Bund der Landwirte). The agrarians, as the governing party, increased the demand of the government from £150,000 (\$750,000) to £250,000 (\$1,250,000). The first and largest cornhouse was built at Halle (in Saxony). The working of this institution was the model for these houses throughout Prussia. The cornhouse in Halle has now, after working four years, to go into liquidation.

There is another house in Hesse (near Cassel), which is working in the same way; that is, at a loss. The reasons for the unfortunate results mentioned are to be found in the hostility between the agrarians and traders. Our grain trade is so well organized that no cornhouses are really needful, either on the American or the Russian system. Our grain merchants are most solid and honorable men, who have had to fight hard for their own hand. Further, our roads are in the best condition, and every little town has once or twice a week a grain market, where the farmers can sell their produce at

been working too short a time for anyone to express a decided opinion as to whether they will be self-supporting, but they work fairly well, and it is thought they will be able to pay their way. These houses are smaller with cheaper working expenses, and they are patronized by growers and dealers.

The same is to be said of the small cornhouses in South Germany. Many of them fill a real need in the districts, where they are erected. As a model cornhouse may be regarded the Mannheim house. It is a real necessity for the trade of Mannheim. It is very well worked, the administration is good, and it pays dividends.

To sum up, we can say that not everywhere in Prussia or in Germany is a cornhouse necessary, and of itself it will not always be a help to farmers. The whole question should not have a political character, but should be treated only from the standpoint of practical utility.—A Special Report by the Berlin Agent to the Corn Trade News (Broomhall's).

An Albany enthusiast who knows how legislatures do things says: "One of the cleverest moves to head off detrimental legislation was accomplished during the recent session of the legislature in a bill which Governor Odell has signed. The measure was aimed at the Buffalo grain elevators, and sought to reduce from \$1.20 to 50 cents per 1,000 bushels of grain, the fee charged for the use of a shovel operated by steam or any other mechanical power, in connection with a floating or stationary grain elevator. The interests who opposed the bill had it amended so as to make the fee \$1.50 per 1,000 bushels of grain shoveled, and in that form rushed it through the legislature."

COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade, on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

HAS GONE TO CALIFORNIA.

Editor American Elevator and Grain Trade:—I have discontinued my bean and grain business at Detroit on account of ill health, after having been in the business about 15 years in Michigan and for 10 years previously in New York state. I shall probably feel like a lost sheep, out of business. I expect to locate at Los Angeles, but am here at present.

Respectfully, C. E. BURNS.
Pasadena, Cal.

BUSINESS AND CROPS IN OHIO.

Editor American Elevator and Grain Trade:—Receipts of corn and wheat have been liberal for the two weeks past. Corn is getting a good start and needs working badly; but the heavy rains of recent date prevent the farmer from cultivating it.

Reports come in that the fly is doing considerable damage to wheat, and that the grain is going down in many fields. However, the farmers feel confident that they will have a good crop and are disposed to sell.

THE REIGHARD-EMRICK GRAIN CO.
College Corner, Ohio.

HANDLING DAMP CORN.

Editor American Elevator and Grain Trade:—The best way to handle corn that is in danger of going wrong during the germinating season to avoid loss is continued moving; or, at least, moving at short intervals. If such corn is cleaned every time it is moved, there is no danger of loss.

Respectfully yours, T. V. BROWN.
Kiowa, Kans.

Editor American Elevator and Grain Trade:—I would advise shipping out damp corn as soon as possible. If it gets hot once, it will never again get in condition to grade.

Yours truly, L. T. BONE.
Bethany, Ill.

MORE FARMERS' ELEVATORS IN NEBRASKA.

Editor American Elevator and Grain Trade:—The farmers at Axtell and Hildreth will build up-to-date elevators at both places for 20,000-bushel storage capacity. They will have gasoline engines, hopper scales, cleaners, rope transmission, etc.

Farmers are organizing companies at Keene, Up-land, Campbell and Harvard also to build elevators.

The Farmers' Elevator Company at Sutton, Nebr., has leased the Milmine-Bodman Elevator at that place.

Excessive and continued rains are delaying all kinds of mechanical and farm work throughout the South Platte country in Nebraska. Crops have never been threatened with such serious damage from rain in Nebraska as they are at this time.

J. A. CAMPBELL & SON.
Lincoln, Nebr.

SERIOUS FIRE AT CLINTON, IOWA.

Editor American Elevator and Grain Trade:—The cleaning and transfer house of the Clinton Grain Company, located at Clinton, Iowa, was completely destroyed by fire on the night of May 12. The origin of the fire cannot be determined. Everything was all right when the house was closed at 6 p. m. The house always being kept clean and in proper condition. The fire was discovered at 11:15 p. m., and the fire companies could not get it under control. It seems to have started on the first floor.

The elevator was a frame structure, covered with steel, and had been built but two years. The size was 48x72 ft. and 100 ft. high, having a capacity of 125,000 bus. The brick engine and boiler house, situated four feet from the elevator, was saved. The total loss on building was \$25,000 and on con-

tents \$8,000 to \$10,000, the insurance covering about 75 per cent of this.

The elevator will be rebuilt as soon as possible.

CLINTON GRAIN CO.
Clinton, Ia.

IN FAVOR OF A MICHIGAN ASSOCIATION.

Editor American Elevator and Grain Trade:—We are very much in favor of a state grain association, and will be present to help organize same at Battle Creek.

We think it will benefit both buyer and seller; consequently it will cause more harmony among them, especially among the regular dealer.

Respectfully yours,
Clinton, Mich. RICHMOND & HAUSE.

Editor American Elevator and Grain Trade:—We think a state association of grain dealers would be a great benefit to the grain dealers of Michigan; and we will endeavor to attend the Battle Creek meeting or send a representative.

Yours truly,
L. H. SHEPHERD GRAIN & MILLING CO.
Charlotte, Mich.

A CORRECTION.

Editor American Elevator and Grain Trade:—I see that in your issue of May 15 you say Conover & Ritchie are building a new elevator at Bearsdale, Ill. This is a mistake, the writer not having a dollar in the enterprise. The elevator is being built by Wm. Ritchie of Warrensburg, Ill., and I am simply the manager.

The house will be about 25,000 bushels' capacity; 34x36 ft. on the ground and 72 feet high. It will be modern in every respect. There will be a dump crib attached 48x16 ft. in size. The foundations and engine room will be of concrete. The machinery will include a 25-horsepower Fairbanks-Morse Gasoline Engine, Western Sheller and Cleaner.

Yours truly, A. J. CONOVER, Manager.
Bearsdale, Ill.

HAY SITUATION IN NEW JERSEY.

Editor American Elevator and Grain Trade:—The hay situation can be summed up in a very few words. The markets are higher on upper grades than they have been in many years, and until yesterday (May 14) the tendency was for a still further advance; but for some reason, which we cannot at this time fully explain, there seems to be a lower market and a falling off in the demand, which is more noticeable in New York City and neighboring places than at country points. The weather conditions in New Jersey, and in the states adjoining, as far as we can learn, are not very encouraging; and unless we soon have rain, the crop will be even a worse failure than last year.

The conditions which have surrounded the hay trade this year have been such as to warrant an entirely new departure in the methods of shipping, as well as in those of receiving. There has been too much of a disposition on the part of the shipper to take chances, not only in shipping hay that he has sold, but in running a lot of unmarketable stuff into the cities; and at no time have the off grades brought a fair value, comparatively speaking, owing to the glut and to the suspicion with which most buyers regarded anything except top grades. In this they are not to be blamed, because a large percentage of off grades of hay were not only off on account of quality, but more often owing to its condition, which in many cases showed unsound, musty and positively worthless hay.

In the opinion of the writer, there will never be the proper amount of confidence in the hay trade between shipper and receiver until there is some governing body whose decision will carry weight enough to deter a member from indulging in practices that are unbusinesslike and dishonorable. There have been, undoubtedly, thousands of cases this year where shippers, who in ordinary years have been fair, have drawn in full for the amount of their goods and then refused to make good any claims, no matter how just they were; and this year, we think, has done more to break the heretofore confidential relations between the shipper and the receiver than all of the past ten years put together. The remedy lies in the National Hay Association and organizations of a like character; and

it would be well for all concerned if some rules or plans were adopted which would prevent a feeling of this nature.

Unfortunately for both dealer and shipper, the Hay Convention will be held at such an early time this year that matters of this kind can scarcely be taken up with any deliberation on account of the uncertainty of who will be a shipper and what he will have to ship; but we can, at least, get together and talk matters over, and formulate plans which may bring about a complete revolution in the handling of the hay business, which is sadly in need of it.

Very respectfully,
FRANKLIN L. LEWIS,
J. C. Smith & Wallace Company.
Newark, N. J.

BELIEVES ORGANIZATION A GOOD THING.

Editor American Elevator and Grain Trade:—I regret that I shall be unable to attend the proposed meeting at Battle Creek to organize an association of Michigan grain dealers. In my opinion, the organization of any kind of business which involves brains, capital and labor is well worth intelligent consideration.

No better method has yet been devised for profitable business operations in such pursuits as honest and harmonious cooperation among those engaged in business. Lawful organization, properly conducted, are not only of the greatest benefit but are an absolute necessity.

Hoping that the subject will be advanced to permanent activity, I wish it success.

Very truly yours, C. MURPHY.
Big Rapids, Mich.

GRAIN EXPORTS AT LEADING OUTPORTS.

Editor American Elevator and Grain Trade:—The following is a comparative statement of the exports of grain through the six leading United States ports for April and for the ten months ending April, 1903:

PORT.	April, 1903. Bushels.	Ten months ending April, 1903. Bushels.
New Orleans	Corn 1,068,033 Wheat 1,488,879	13,700,939 15,459,788
Baltimore	Corn 2,001,768 Wheat 119,921	14,960,893 6,547,227
Boston	Corn 1,367,330 Wheat 235,863	3,972,681 5,667,206
New York	Corn 1,864,298 Wheat 1,290,857	9,186,782 14,902,836
Philadelphia	Corn 1,276,933 Wheat 141,844	7,434,943 5,251,647
Galveston	Corn 281,741 Wheat 949,640	4,281,070 13,615,302

New Orleans leads in the exports of grain.

FRED. MULLER,
Secretary New Orleans Board of Trade, Ltd.
New Orleans, La.

THE BAG NUISANCE IN MISSOURI.

Editor American Elevator and Grain Trade:—I have received the following letter from Mr. Jas. H. Wooldridge of Booneville, Mo., which may interest your readers:

"It is my very great pleasure to write you in regard to the deplorable state of affairs that exists throughout the state of Missouri, and especially in the eastern and central portions, as the result of the custom of loaning or renting sacks.

"To begin with, this custom had its incipency at the very outset of the grain trade; and as a result of the long usage of sacks handled by the shipper and peddled out to the farmer gratis, the evil is deep rooted, and it seems a herculean task to throw it off. If ever a business had a parasite sucking its life blood, certainly the grain business throughout this section has in this; and it gives me a great deal of pleasure to know that recently, through the instrumentality of the Grain Dealers' Union, the attention of the grain dealers has been turned to their precarious condition and that an avenue of relief seems near at hand.

"The many meetings held of late in this state cannot but result in great good; and most every shipper in my section has been charged with the feeling that a thorough renovation must be had to meet the new conditions of business.

"The sacks must eventually be driven, if sacks we must have, to the man it concerns, and he is the man who sells the grain and not the shipper of it.

Commission houses must get out of the sack business, and command their trade, not by methods that are considered 'inducements' that are most of the time questionable, but by high business efficiency and thorough integrity.

"The commission houses that let out sacks to farmers must be rapidly eliminated from the trade, and the new standing that the Union places us upon will very shortly reduce their business to a minimum and relegate them to the rear.

"I am glad to see the enthusiasm that my neighbor shippers are taking in the matter, and it will not be long until we are down on practical and modern business methods.

"Yours very truly,

"GEO. A. STIBBENS.

"Chicago, Ill."

GEO. BEYER & CO.

Geo. Beyer, the new secretary of the Illinois Grain Dealers' Association, began business at De Pue in 1891, and has shipped on an average about 250,000 bushels of grain from the station since; while to the grain business must be added his line of lumber and farm implements, representing a trade of about

40 minutes were spent in inspecting the elevator, after which the party was brought back to the city in time for the afternoon session.

FLOOD LOSSES AT KANSAS CITY.

It will be impossible, perhaps, to estimate for some time yet the full amount of damage caused by the flood at Kansas City. By June 1, before the climax of the flood had actually been reached, the grain business of the city was completely demoralized.

On June 1 the elevators at Kansas City contained about 500,000 bushels of wheat, 150,000 bushels of corn, 50,000 bushels of oats and 25,000 bushels of rye. All of the houses, except the Memphis and 'Frisco, in Rosedale, and the Maple Leaf, in Kansas City, Kan., just above the Kaw's mouth, were surrounded by water, and some of their contents damaged. The 'Frisco held 30,700 bushels of wheat, 13,700 bushels of corn, 36,300 bushels of oats and 2,400 bushels of rye. The Memphis had 22,000 bushels of wheat, 70,500 bushels of corn, 2,500 bushels of oats and 3,700 bushels of rye. There were only 5,000 bushels of wheat in the

Examinations on June 4 of the elevators showed that the Santa Fe Elevator at Argentine was surrounded by ten feet of water, but that water did not get up to the grain bins. The Union Pacific Elevator in Argentine as near as could be judged from a distant inspection, was not damaged. Mr. Seaver, the manager of the Midland Elevator Company, which operates the house, thinks the grain was not hurt. The Missouri Elevator, operated by the Kemper Grain Co., suffered no serious damage. In the Sun Elevator, controlled by the Harroun Company, visited June 4 by S. M. Bird of that company, it appeared that the water did not get up to the grain bins. The Exchange Elevator of the same company fared worse. Some of the grain in the lower ends of the bins was soaked.

Grain dealers differ as to the value of the salvage in cars and warehouses. At the Fowler warehouse on June 5 grain originally worth \$8,000 was cleared from the house and dumped into the receding water with the hope of its being carried away. H. T. Fowler says that the salvage is entirely valueless, as there will be two parts mud and one of grain. On the other hand, some dealers think the soaked corn can be used by distillers.

The Kansas City hay market, which was located exclusively in the flooded west bottoms, will be paralyzed for some time. There were considerable stocks of hay in the warehouses and cars which is probably all destroyed.

LINCOLN K. PASSMORE.

Lincoln K. Passmore, who was recently elected to the office of second vice-president of the Penn Mutual Life Insurance Company of Philadelphia, is well known to the grain trade as a member of the late firm of Passmore & Co. of Philadelphia and as an active member of the Commercial Exchange, as he was also of the Board of Trade, Maritime Exchange and other organizations of a similar character. He is descended from old Chester County Quaker stock, and for twenty years has been recognized as an influential factor of the grain export trade of Philadelphia. He went to that city in 1874, in which year he entered the shipping house of Peter Wright & Sons, where he received his practical training and laid the foundation for his future active and successful career. In 1882 he became a member of the grain firm of R. D. Work & Co., in which capacity he continued for some years. Subsequently he became a member of the widely known house of I. M. Parr & Son, being resident partner at Philadelphia. He withdrew from that connection about two years ago to become the senior member and active head of the new firm of Passmore & Co., with headquarters in the Bourse Building.

Mr. Passmore, who assumed his new duties on June 1, will devote his entire time and attention hereafter to the management of the interests coming under his direction as second vice-president of the Penn Mutual Life Insurance Company, and will therefore retire from his present firm and fully sever his connection with the grain business. While the grain trade of Philadelphia will lose one of its active and influential factors identified with its growth and development during a period covering nearly a quarter of a century, the Penn Mutual Life Insurance Company will add to its management a gentleman of sound business training and superior qualifications. His election to his present position is regarded by his friends as a high but merited tribute to his business ability, and predict for him a brilliant career in life insurance.

Supt. Chas. A. Murray of Cincinnati has been up against the question, Which is the greater grain market, Louisville or Cincinnati? Mr. Murray finds that the average Cincinnati grain business during the past ten years was 11,548,000 bushels per annum. The average per annum business in transit during the same time here was 9,900,000 bushels. Taking both together this makes an annual average of 21,448,000 bushels of wheat, corn, oats, rye and barley handled at Cincinnati. It is now up to Louisville to "show down."



ELEVATOR AND WAREHOUSE OF GEORGE BEYER & CO., DE PUE, ILLS.

\$25,000 annually. Previously Mr. Beyer has been station agent of the Rock Island Road.

The picture of his business premises shows a roomy and well built elevator (16,000 bushels' capacity) and warehouse, the physical condition of which indicates the careful and watchful business man.

Mr. Beyer's son-in-law, John H. Goering, is connected with the business as the "Co." of the firm of Geo. Beyer & Co., and during Mr. Beyer's connection with the Illinois Association will act as manager.

Mr. Beyer has already opened his office as secretary at Decatur, and will devote his entire time to the work of the Association, and as he himself says, "will make the effort of his life to increase the membership and otherwise build up the Association so that its usefulness and benefits will be recognized and appreciated by every grain dealer in the state."

A TRIP TO IRONDALE ELEVATOR.

On the afternoon of June 12 a special train on the Chicago, Rock Island & Pacific Railway conveyed a party of about 200 millers and their friends in attendance at the annual meeting of the Fraternity of Operative Millers of America at Chicago, out to South Chicago to inspect the million-bushel steel Irondale Elevator of the J. Rosenbaum Grain Co.

The excursion was given by the Rosenbaum company and their cars were in charge of A. Rheinstrom, W. G. DeHaven, J. M. Coughlin and L. Mintz. Luncheon was served on the train en route. At South Chicago the party disembarked and about

Maple Leaf. The new Milwaukee elevator, Armourdale, which was under way of construction, is a total wreck. The rafters were just being placed in position and several cars of lumber were standing on the sidings and piled near the framework. This all floated away.

Most of the elevators are in Armourdale, Argentine and the east bottoms. Even where the grain was in the upper bins, safe from harm, the injury to the scales and hoisting machinery has been considerable.

Every mill in Kansas City was, of course, shut down, and the larger ones will lose considerable flour, while their machinery will suffer.

There was no market at the Board of Trade on June 1, when the climax was reached, because of the judicial election in Chicago, but the clearing house called for 2c margins on all open trades; and receivers whose country customers shipped in cars before the flood, refused to honor drafts made on grain that was submerged in the west bottoms. Later a rule was adopted that all grain sold on inspection and sample prior to the flood was held to have been delivered and that the buyer should stand the loss. The losses to country dealers will be heavy, it being estimated that from 500 to 700 cars of grain on cars were lost, a large part of which was owned by the country dealers. By June 4 and 5 the water had so far receded that a number of submerged and partly flooded cars of grain was got at and samples secured and taken to the Board of Trade. In one instance two cars were found to be filled two-thirds with water. The corn on top was reasonably dry, but all below was badly sprouted and soaked with dirty water and mud.

ANNUAL SUMMER MEETING OF INDIANA GRAIN DEALERS' ASSOCIATION.

When President A. E. Reynolds called the second annual summer meeting of the Indiana Grain Dealers' Association to order at 10:30 o'clock a. m. June 10, in the Indianapolis Board of Trade assembly room, he stated that the first morning's session was somewhat unfortunate because of the fact that many trains from interior points did not arrive until later in the day and the attendance was consequently lighter than it would be later.

He then proceeded to extend a graceful welcome to the members, receivers, track bidders and allied interests. The Association had extended an invitation that was broad and general and it was hoped to have a representation of the farming interests. Mr. Reynolds added that organization was the order of the day and that it was not necessary for grain dealers to make any excuses for being organized. While history records organizations of all kinds from very early times, business interests have been the last to come together, and it has not been more than a few decades since concerted action had been attempted. In some lines business organizations had been called trusts. Grain dealers' associations savored least of the trust idea. In all the history of these associations no attempt had been made to fix the price of grain or control any part of the grain trade beyond remedying abuses. It was only a few years ago that the grain trade was in bad shape. Every one was the grain dealer's enemy and the grain men themselves were always looking for trouble.

Now conditions had been materially improved. In the state of Indiana there is no one interest that is so broad or affects so many interests as does the grain trade. The grain dealer is essential to the farmer and there is now no enmity between them. The interests of one are the interests of both. Everything that benefits the grain dealer puts dollars in the pocket of the farmer.

In reviewing the work of the Association, Mr. Reynolds said it had succeeded in bringing the grain trade of Indiana up to a higher level. The grain men of to-day are not the speculative class. Banks regard the grain man as a most desirable customer and are anxious to get his business. The Association had brought about harmony and good feeling. The members were interested in putting their own and competitors' businesses on a paying basis. They were weeding out the undesirable element and stopping wild-cat firms.

Mr. Reynolds referred briefly to the Southern Indiana Grain Company. He said the promoters came from Louisville and selected Sellersburg, Ind., as their field of action. The company made card bids in Illinois and Iowa. When these bids were accepted and grain shipped to the company, the shippers found it impossible to secure returns. The President said these people had been doing an illegal business, but had been forced to discontinue and the United States postal authorities were after them. Mr. Reynolds said he knew that this concern had cleaned up more than \$25,000, and it was possible their operations had netted them \$100,000. The Association was making it impossible for dishonest houses to do business in Indiana. The Association wanted a good reputation in receiving markets and would give receivers all the protection possible.

In the matter of arbitration the Association had done its best work. The policy was to avoid litigation and settle all cases fairly and honorably. A large number of cases had been satisfactorily adjusted. Receivers are invited to send cases for arbitration.

In conclusion President Reynolds stated that he would like to have all members attend all the sessions of the meeting as a number of important matters were to be considered. He recommended the appointment of a finance committee to take some action to give the Association a larger revenue. He said the work of the Association would be measured largely by the amount of money available. The present revenue was inadequate.

Mr. Reynolds also recommended consideration of the relations of the Association with the railroads. The two interests must be in closer touch. He reviewed the past season and spoke of the difficulty of getting cars and of getting shipments of grain through on time. He advised a thorough consideration of the claims of shippers against the railroads and said it was proposed to make a test case, carrying it to the highest tribunal in the land if necessary. They must get the court to place the blame for delays in transit and establish a precedent.

He further recommended more decided action against disreputable firms and practices. There should be closer affiliation between receivers and shippers.

The chair then called for a motion to appoint a finance committee.

Secretary S. B. Sampson read three letters which he had recently received. One was from Secretary Smiley of the Kansas Grain Dealers' Association, asking for aid for the flood sufferers in the Southwest; another was from the secretary of the Grain Shippers' Club of St. Louis, regarding southern shipping and selling practices; the third communication was from the secretary of the Northwestern Grain Dealers' Association, estimating the Manitoba crop.

C. B. Riley, of Rushville, moved that a finance committee of six be appointed in accordance with the recommendation of the Chair. An amendment was made to have a committee of three to be appointed by the Chair. The motion carried in its amended form, and Mr. Reynolds appointed John W. McCardle, of New Richmond; John Ross, of Lafayette, and P. E. Goodrich, of Winchester. Mr. McCardle said the committee would meet at 1 o'clock p. m.

The report of the legislative committee was called for. The secretary read a letter from C. S. Bash, chairman of this committee, regretting his inability to be present and enclosing his report. The letter and report were as follows:

Ft. Wayne, Ind., June 9th, 1903.
Mr. S. B. Sampson, Indianapolis, Ind.—Dear Sir: Your very kind letter of the 6th at hand and noted. I do not think that you fully appreciate how glad I would be to meet all our friends at Indianapolis and shake their hands at our midsummer meeting. I have been looking forward to this in order to pour out my feelings and have a heart to heart talk with them on the question of car service, or demurrage, as well as the furnishing of cars to the grain interests the past year, and also about the efforts their committee made to give them relief during the last session of the legislature. We of course are all aware that the time allotted for the work in hand was too short, especially after considering weeks of time lost in getting the information necessary to make even an intelligent start with the work.

The ground, however, has now been plowed and we are ready to sow the seed for the next campaign. I am free to say that many of the railroad attorneys, as well as officials, more fully realize the importance of fair treatment towards the shipping public than they ever did before and by properly following up the work already accomplished I am satisfied the seed already sown will be productive of good results and bring about a more harmonious feeling between the railroad company and the shipper to the ultimate benefit of both sides.

I will enclose a few lines I have jotted down today and will be glad to have you read them to the boys.

The work should not be abandoned which was commenced, but it should be pursued with renewed vigor, and every member should contribute his utmost to the success of the work in hand and not forget to communicate anything he believes to be of the slightest importance and bearing on the question, to our worthy secretary at Indianapolis, where everything will be arranged and compiled for the next committee to take charge of when the time arrives for action. Very truly,

(Signed)

C. S. BASH.

I have been asked by your Secretary to come down and say something about my experience with the legislature on our Railroad Commission bill, and also a few words on the importance of some relief along this line and how to get it.

Very few of the members of this association appreciate the good that was accomplished by the short agitation which your committee on legislation started last January and the attention drawn to our cause on the part of the railroad companies. Hundreds of cars were sent into our state by the different railroad companies and the car situation was greatly relieved during the month of February; not near enough to give entire relief, yet the outpouring was welcome, and while the public, as a rule, did not understand the sudden burst of generosity on the part of the railroad companies, it was nevertheless very welcome and very much appreciated. Your railroad committee was called all kind of pet names, Texas Bill being the favorite. Your committee

worked zealously and fearlessly, and, as chairman, I wish to say that every member did his part and was loyal and earnest in his pleading for you. Many things contributed to the failure of the bill. First and foremost, we were over a month late in getting the same ready, a condition your committee was unable to remedy or hurry. The matter was, as you know, not taken up until after the January meeting of the State Association, after which information was secured and matters rushed as much as possible, considering the work in hand.

Being so late in the preparation of our bill, your committee was unable to get the same before the members of the House and Senate and get a careful consideration of the same until late in the session; in fact too late to accomplish anything. We regret to report unfair treatment at the hands of some of our expected friends. The attorneys and agents of some of the railroad companies disseminated information among the senators and representatives which was untrue, to call it mildly, and very misleading. This, coupled with other much stronger and more tangible reasons, turned many friends from us at the last moment.

I am sorry to say that the most glaring misstatements were made to our representatives and in such way that we could not contradict them, not knowing what they were until after adjournment of the session.

To secure the legislation desired, it will be necessary for every member of this association to take up our cause with his senator and representative and give them a full understanding of our condition and the remedies proposed. The work should be commenced now and not dropped until the close of the next session of the legislature. Every dealer has the confidence and respect of his own representative, and he should enlist his farming friends in his cause and see that they make it their business to talk over these matters with their representatives. It will not be necessary to use one dollar to bribe or influence a single member of the legislature of either party to get what is just and right for the railroad companies, for the shippers and for the farmers, but it will be necessary to employ an attorney to draw up our bill and present the same, and it will also require the earnest support and influence of every member of this organization to see our senators and representatives are honestly informed as to the nature of our cause and its justice, and then to keep everlastingly after them until our prayers are granted. I believe the names of every supporter of our bill at the last session should be placed in the hands of our members, and also the names of those opposing it. And every member and his friends should make it their individual business to see those opposed to us and show them the righteousness of our cause. A tab should also be kept on the new members to be elected and they should also be informed. Let every member pledge himself to the work and our cause is won.

Mr. Mommert of the State Car Service Association was before the Commercial Club of Ft. Wayne a few days ago and gave much information of value to shippers, and indicated a much fairer disposition on the part of the railroad companies than we had reason to believe was the case. I think you should have Mr. Mommert before your body prior to adjournment. He is, of course, unable to give relief in the way of furnishing cars, but contends for the shipper that where he suffers loss through delay of shipments in transit the railroad company should make good his loss. One more step is necessary, and that is for the railroad companies to agree on a bill whereby the shipper will be recompensed in the same amount per diem when he has to wait for cars as the railroad companies charge the shipper for delay in unloading cars, or loading after the same are furnished. Equity demands fair treatment to both and the only way to get a proper and just enforcement of the demurrage laws made by the railroad companies is to ask the legislature to protect the public by making equal penalties apply against the railroad companies for failure to give service when demanded by the shipper.

I should like to talk to you for a day, but have already transgressed too much. I hope you will all buckle on your armor and get ready for the next campaign, and I assure you I will be ready to serve you in any capacity you may desire.

The President called for discussion of the report. P. E. Goodrich, of Winchester, and H. L. Combs, of South Whitley, both said they thought Mr. Bash had covered the ground very thoroughly, and they had nothing more to add. A motion to indorse the report and extend the committee a vote of thanks prevailed.

Cloyd Loughry, of Monticello, then introduced the following resolution, signed by himself and C. B. Riley:

Whereas, The Associated Press, through a misunderstanding, has seen fit to eliminate the Toledo and Baltimore grain and seed quotations from the daily market reports, and as these quotations are of great value to the members of this association, be it

Resolved, That the Secretary of this Association be instructed to request the Associated Press to print such quotations, and further that each member of this Association make such request of their local paper.

The President said publishers should be educated as to the meaning and value of market quotations.

H. L. Combs moved that the resolution be amended to include the names of Detroit and Pittsburg. The amendment carried and the resolution was adopted.

A. E. Hartley, of Goodland, read the following paper on "Grading Grain Before Purchasing from Farmers":

Some days ago I had occasion to drop a line to our worthy Secretary on some business matters, and in referring to our mid-summer meeting I suggested that I would like very much to hear a paper read on the subject of buying grain from the farmers on inspection, or, in other words, according to quality of the grain.

Unfortunately for myself, and perhaps for my hearers, the Secretary threw the burden of the task back onto my shoulders by asking me to open up the subject. In asking for a paper to be read here today, it was not my purpose to crowd my name upon the program; for there is no one here who realizes his weakness along the literary line better than I do, and I had hoped the paper would be given to some one more gifted to bringing out the true essence of the subject than I fear I may be capable of doing.

I think I am safe in saying, however, there is perhaps no one more interested in the subject of buying grain and paying for it according to its quality than I am. I am really enthusiastic over the idea and very grateful to the Secretary and our committee on program for allotting me time to open so important a subject for discussion before this intelligent body.

We have all read, or heard read and discussed at our local, state and national meetings, papers, and some very able ones, too, written by students of long experience in the grain trade, on the subject of organization, affiliation, arbitration, insurance, clean bills of lading, inspection and shortages at terminals, and innumerable other subjects which I will not take up your valuable time to enumerate; but you have heard nothing on the subject of grading the farmer's grain.

True, it takes time to reach all these subjects. We are but begun and there is a vast field of work before us. The papers just referred to have already brought out much good, but I have often wondered why the grain dealers in this state, or at least in the corn and oats raising part of it, did not bring about better conditions in the grain trade, and I take it that it is because no one has taken an initiative step in this direction.

There should be established a local inspection in every country town or station, either by local and mutual arrangement between the producer and the dealer or by special legislation, wherein some competent person may be appointed and known as an inspector, whose interests shall be identified with neither dealer or farmer, but who shall keep himself thoroughly informed as to the different grades of grain, and whose business and duty it shall be to locate in some convenient place as near as possible the center of town or the market, inspect, grade and supply a certificate or card of inspection for each load of grain entering the market. After obtaining his inspection the farmer may take his grain to any elevator he pleased with which to do business.

The dealers will establish a price based on the prevailing grade and any grain coming under said grade should be taken at a discount equal to what the dealer has to accept when shipping his grain into the open market. When the farmer knows he is preparing his grain for a graded market, and that the price he obtains will depend on the condition and quality of his grain, just that soon he has an object, and a paying one, too, to prepare his grain and bring it to the market in the best possible shape; a purpose for determining the best seed to sow and corn to plant; a cause for displacing the old rail pen, the straw covered granary or the crib without a roof at all, and there are many of them. This is not because the average farmer is not able to build and own better and newer cribs and granaries—I think my hearers will bear me out in saying there are more rail pens and open cribs found today on the farms of the most wealthy than among the more common class of farmers, but, because he knows he can work the average dealer for just as good a price for his open crib corn as the man who has spent his good money and time building cribs and barns in which to properly protect and prepare his grain for the market.

It has been a common practice with our people since the first sod of old Indiana's rich and fertile prairies was broken, to harvest and leave their oats in their field unprotected from the elements until such time as it was convenient to thrash, and then almost regardless of the condition of the weather or grain, the bulk of the oats are thrashed and brought direct to market, too often wet, dirty and in a heating, unmerchantable condition, and, like the open crib corn, are accepted by the dealer at the same price as those which have been carefully stacked, thrashed and binned, dry, unstained and merchantable; thus encouraging the rail pen, open crib, out-of-door farmer to go on in a slovenliness, baseball, bowling alley, bum-around-town kind of a way, smiling down his sleeve at the nicety to which he has worked his dealer and boastfully telling his neighbor that he is a fool to stack his oats and cover his corn as he gets no more for it.

Is it the fault of the farmer? No, indeed, the grain men are largely responsible for it all by encouraging this class of farmers and too often to the expense of himself and the better class of farmers.

Would it not be better for the dealers to provide some way to encourage the better class of farmers; those who make it a study to select, plant and sow the very best seed that can be obtained; the man who works into the dewy night at harvest time that the last sheaf of wheat or oats may be securely shocked and capped before he takes his much-earned and needed rest; the farmer who is found in his field as the sun creeps up over the eastern horizon; the one who is striving to beautify his farm and country with modern cribs and barns that

he may prepare his grain in the best possible way for the market; he who trudgingly stacks his oats and cribs his corn and holds it until it is in fit condition for the market?

I think the better and latter class of farmers are the ones to encourage; and to my mind there is no fairer and better way than to devise some method to buy his grain strictly under inspection. By so doing the clean, honest, careful, up-to-date farmer, who to-day is holding up the grade to a certain extent without compensation, will reap and be rewarded by the benefit of his efforts, while the open-crib farmer will be put on an equality with his neighbor and must protect and market his grain in proper condition or suffer the consequences.

Hardly a week passes but some of our farmers brings up the subject of grading grain; criticising us keenly for the loose, unbusiness-like manner in which we are taking in grain to-day. Our farmers are a reading, well-informed class of people, and know as well as you or I that the principal of paying as much for damp, mixed and damaged grain as for dry, yellow corn or sweet bright, white oats is all wrong and a gross injustice to those who raise and market the better grades. Let us no longer set ourselves up as targets for criticism, but manfully strive to correct the present loose and unjust method of buying grain without inspection. Thank you.

Mr. Hartley's paper brought out considerable discussion. Secretary Stibbens, of the National, said that if the suggestions meant the appointment of political inspectors it would only be a short time until the Association would be working harder to get rid of the inspectors than it was now working to secure uniform grading. He said dealers should buy grain for what it was worth and what it would bring in the markets. Dealers should educate customers. This was the opinion expressed by a number of other members who spoke. Mr. Hartley said he had tried to get the dealers to take concerted action along that line.

The meeting adjourned for dinner.

AFTERNOON SESSION.

In calling the meeting to order President Reynolds said he had been requested to continue the discussion on Mr. Hartley's paper. The suggestion was taken up by the delegates and the question of buying according to grade was reviewed from a number of different standpoints.

H. L. Combs said he was quoting a price on 60-pound wheat and then varied the price according to the test. He paid a premium on wheat that tested better than 60 pounds.

T. J. Ryan, of Delphi, E. M. Wasmuth, of Ranoke, A. L. Wellington, of Anderson, and others spoke on the subject.

Mr. Hartley moved that the 60-pound test be established as a standard.

G. C. Wood, of Windfall, said he was not in favor of the motion. The question of grading was a matter for agreement in local divisions. Mr. Ryan also spoke against the motion.

Ed. A. Culver, Chief Inspector at Toledo, said the subject of tests and testers was an important one. Testers should be sent to the factory for adjustment. They should be renewed every four or five years and adjusted every year. He believed the Association had started along right lines. When you buy your wheat according to the grades of standard markets, you have taken a big step forward. Dealers should pay more attention to grading. Mr. Culver invited all dealers to come to central markets and see how grain is graded. He suggested that Association adopt inspection rules and then tack on the weights.

C. W. Vernon, of Anderson, wanted to know if it was intended to establish a wheat standard at 60 pounds. If so, he was against such action.

Mr. Hartley stated his motion was for the purpose of getting down to a working basis and to put the matter in tangible form; it was not intended to fix arbitrary standards. He then withdrew his motion.

The Chair said they had gotten away from Mr. Hartley's paper. The idea was not to handle wheat alone, but to educate farmers to sell all grain, wheat, corn and oats, on grades. The Chair suggested that a committee be appointed to formulate plans to carry out this idea and publish the results of its deliberations in the grain trade press. When farmers understand you are going to buy on grades they will be more careful with their crops.

Several members spoke in favor of the Chair's suggestion, and Mr. Hartley moved that it be resolved that the sense of this meeting was to recom-

mend that dealers publish in local papers recommendations to farmers to protect their grain and bring it to market in better shape. The motion carried.

On motion of E. W. Pbares, of Tipton, the Chair appointed Messrs. Phares, Hartley and Wellington a committee to formulate plans to educate the farmer along the proposed lines; the results to be published in the grain trade press. Mr. Reynolds said it was understood that the committee was merely to devise ways and means and report at the January meeting.

The President then read a clipping, just received, relative to the Southern Indiana Grain Company. The clipping was to the effect that the promoters are now in custody accused of embezzling a large sum of money.

The next thing on the program was the Report of Board of Managers on Finances—C. B. Riley, Rushville. President Reynolds said it had been decided to withhold this report until after the finance committee appointed at the morning session had brought in its report.

The Chair then introduced George A. Stibbens of Chicago, secretary of the Grain Dealers' National Association. Mr. Stibbens announced a meeting of grain dealers to be held at Post Tavern, Battle Creek, Mich., on June 25, and invited all present to attend. He then read a paper, the subject of which was: "Support Your Association First, Last and Under All Conditions." The paper urged all dealers to attend meetings of their Association and to support it financially.

At the conclusion of Mr. Stibbens remarks, the President thanked him on behalf of the Association. Nothing so embarrasses the Association as lack of real interest and real help. Members should write letters to the Secretary, answer all his communications and keep in touch with the affairs of the Association.

Mr. Hartley thought it would be a good idea to appoint a chairman for each section to assist the Secretary.

Mr. Reynolds then presented C. A. McCotter, Secretary of the Grain Dealers National Mutual Fire Insurance Company, and invited him to address the meeting. Mr. McCotter gave some interesting particulars regarding the company, its policy and phenomenal growth.

The Chair announced that the special finance committee was ready to report. Chairman J. W. McCordle said more money was needed. He gave his personal experience as a member. The Association had helped him and he urged all members to try to get non-members to join. He then read the following:

Mr. President, Officers and Members of the Indiana Grain Dealers' Association:

Gentlemen: First, Your finance committee beg leave to submit the following:

Second. We are satisfied that the present revenues are inadequate to meet the necessary requirements of the Association and increase its membership and influence. Therefore, we earnestly recommend that the individual members of the Association make a personal appeal to their competitors and neighboring dealers to join our Association and assist in building up the organization.

Third. We recommend that the Secretary of this Association be instructed and empowered to proceed as soon as possible to organize every county in the state not already organized, and the said expense incurred paid out of the general fund.

Fourth. We also recommend that section 2 of article 4, which reads as follows, "Members who list more than one station and operate these stations shall be required to list all of their stations, and pay in addition to their annual dues an annual fee for each additional station of \$2. We recommend that the figure "2" be stricken out and the figure "5" inserted.

Fifth. We also recommend that track buyers, commission men and receivers who do business in the state of Indiana, no matter where their home office is located, be admitted to membership in the Association on payment of dues of \$10 per year, and if said track buyers, commission men or receivers own and operate any elevators within the state that they be charged \$5 additional for each house operated within the state.

Sixth. As it is the custom in other states to admit foreign dealers to membership, we recommend that when our association is on a self-supporting basis, said foreign members may be relieved of paying their dues provided they are members of the National Association.

Seventh. We recommend that all members who have not contributed to the expense incurred by the legislative committee of the last session of our General Assembly be requested to remit \$3 per member

to the Secretary, who is authorized to collect and receipt for the same.

A motion was made to adopt the report and the Chair called for a thorough discussion. Several spoke in favor of the proposed changes and the President said personally he favored admitting track buyers and receivers. They should have all the privileges. He called on the receivers present for remarks. A number of these gentlemen spoke and all expressed a willingness to join the Association.

Mr. Bassett, of the Bassett Grain Company, Indianapolis, spoke of the good work the Association had accomplished in the comparatively short time it had been organized. At the conclusion of his remarks he passed cigars to the delegates and invited them to smoke on his company. He was tendered a vote of thanks.

The Chair put the motion to adopt the resolution of the special finance committee; carried. President Reynolds spoke on the resolution and hoped members would live up to its provisions.

The President asked receivers to meet in the Secretary's office at the close of the session.

Under the topic, "Suggestions for Better Results," a number spoke enthusiastically of the benefits they were deriving from the Association. An adjournment was taken to 10:30 a. m. Thursday.

SECOND DAY, JUNE 11.

The session was called to order at the appointed hour; and President Reynolds stated he had hoped to see a number of farmers present. The Association had extended its invitation to farmers in all sincerity, and had hoped by the invitation to show them that the Association was not a "grain trust" and that there was nothing secret about the meetings of the Indiana Grain Dealers' Association. He added that Professor A. T. Winacko, of the Agricultural Department, Purdue University, Lafayette, who was to read a paper on "Improvement In Wheat," had not arrived. While they were waiting for this gentleman, they would take up some miscellaneous business.

The board of managers had submitted a report showing that it had exercised the power given it by the constitution and by-laws and had elected John W. McCardle of New Richmond to fill the vacancy on the board caused by the resignation of Hon. E. F. Branch of Martinsville.

Mr. McCardle was called on for a speech, but stated he would defer his remarks until the afternoon session. He then moved that the action of the board of managers in taking the matter of collecting claims against railroads for delays in shipment be endorsed and that all who have claims be requested to put them in the hands of the said board of managers for collection.

In support of his motion, Mr. McCardle said there were many claims against railroads in different parts of the state on account of damages caused by delays. He thought railroads should pay more attention to the interests of shippers. Members should deposit claims with the secretary and an attempt would be made to collect them. Competent legal talent would be engaged. The Association would remit fifty per cent of the collections to claimants and pay all charges out of the balance. He moved that the motion be adopted.

The president said a test case was to be made in order to find out where the shipper stood in relation to the railroads. He explained that by lumping the claims more could be accomplished than by individual efforts. He wanted the matter discussed.

Mr. Hartley said he would like to ask what was considered a reasonable delay.

The president stated attorneys would be asked to make test cases of some of the longest delays, 60 to 75 days, and also some of the shorter ones—15 days, etc. He did not believe an iron-clad rule was possible, but there must be some relief for the shipper.

Mr. Wellington wanted to know if any shipper had been refused damages; if the railroad companies had actually refused to pay claims. He said he understood railroads would make good losses

where the demands were justifiable. He had been informed that Baltimore receivers would make a test claim in the event of non-payment. He advocated waiting and not doing anything with undue haste.

Mr. Reynolds said the claims would be presented to the railroads and the latter given a reasonable time to settle them. There was no intention of being abrupt. The Association did not want to impose on the railroads; the grain men needed the railroads, but he did not think large interests like the grain trade should be dependent on the caprice of claim agents. He said it would be necessary to make a formidable showing in order to force the railroads to come to time.

R. Martin of Pittsburg told of an exaggerated case of delay that had come under his observation. He said the general feeling in Pittsburg was that if railroads turned down the claims the receivers would get together and make a test case.

T. J. Stofer of Buffalo cited an instance where a claim had been promptly paid.

Mr. Culver was called upon to say something on the subject. He said the past season had been a bad one for railroads as well as for shippers. He did not appear to think precipitate action was advisable.

The chair called for a vote on Mr. McCardle's motion. It carried.

Professor Winacko, who had arrived while the above discussion was in progress, was introduced by President Reynolds and read a paper on "Improvement In Wheat." The subject was handled in a most entertaining manner and at its conclusion the president thanked the speaker and invited the members to ask for any further information they might desire.

Professor Winacko gave a blackboard demonstration of the method of crossing wheats. The delegates took up the subject of wheat culture, displaying a lively interest in the latest scientific discoveries in this line. Professor answered in a lucid manner all the questions put to him and proved a most entertaining as well as instructive speaker. He still had the floor when the convention adjourned for dinner.

AFTERNOON SESSION.

President Reynolds called the meeting to order and stated that before continuing the discussion on wheat improvement they would listen to F. B. Doudna, representing the American Society of Equity, who was present and had been asked to speak.

Mr. Doudna said he had not intended to say anything. He was interested in the American Society of Equity, but more particularly represented Ohio farmers who were looking for something that would help them improve market conditions. He had been investigating the above named organization and believed it was all right. He believed the farmers should organize as other interests had done, but could see no reason why farmers and grain dealers should not work together. He said the American Society of Equity was not meant to interfere with the business of others, but rather to make the business of farmers uniform. He admitted that past efforts to organize farmers had not been successful, but thought the time had come when it could be successfully accomplished.

Messrs. Wellington and Combs made some remarks on the same subject.

President Reynolds said the Association was very glad to have Mr. Doudna present. An effort was being made to bring the farmers and grain dealers together. He believed that if farmers could be made to understand the efforts the grain dealers were making to work harmoniously with them much good would result.

Mr. Doudna said he would take pleasure in reporting to the interests he represented the fair position taken by the Association.

Professor Winacko was then given the floor and the discussion of wheat was again taken up. Many of the members made requests for information regarding wheat culture and the greater portion of the afternoon session was devoted to the subject.

In his closing remarks the professor said grain dealers should encourage farmers to select good seed. Millers and grain dealers were interested in the quality of the grain, while the farmer cared principally for quantity regardless of quality.

Mr. Reynolds said Professor Winacko's paper would be published in pamphlet form and copies sold to dealers at cost for distribution to farmers.

Mr. McCardle moved that a vote of thanks be tendered the professor for the lecture just delivered and the very interesting talk and explanations of the growing of wheat, and that the Association extend to him a cordial invitation to address it at its next annual meeting, which will be held on or about the first of the year, on the subject of corn. Carried.

The chair called on Mr. McCardle for remarks. The latter spoke enthusiastically of the Association and its work and made a strong plea for harmony. That was the key to success.

Under the head of "Report of Present Crop Prospects," several delegates reported conditions in their localities.

The meeting adjourned *sine die*.

SEARCHLIGHT FLASHES.

Mr. Carson of the firm of Carson, Craig & Co., Detroit, was present.

Callahan & Sons of Louisville, Ky., were represented by R. Lee Callahan.

E. W. Bailey & Co. of Chicago distributed lead pencils bearing their name and address.

Joe T. Gehring and C. B. Helm looked after the Cleveland (Ohio) Grain Co.'s interests.

Ren. Martin of Herb Bros. & Martin, Pittsburg, distributed souvenir pencils to the delegates.

President Reynolds makes an ideal presiding officer. He was able to bring out lively discussion of all subjects under consideration.

T. J. Stofer, with W. W. Adler, Buffalo, and Chas. Wimmer, representing Rice, Quimby & Co., New York, looked after the interests of their respective cities.

Chicago was represented by Arthur E. Wood, with E. W. Bailey & Co.; Wm. Hirschy, with E. W. Wagner, and H. F. Benbow, with L. Everingham & Co.

F. W. Jaeger of J. F. Zahm & Co., Toledo, presented the visitors with handsome leather-bound memorandum books of a size suitable to be carried in the vest pocket.

W. J. Riley of W. J. Riley & Co., Indianapolis, in addition to seeing that the dealers had a good time, distributed attractive leather card cases with the compliments of his firm.

E. A. Grubbs, of the E. A. Grubbs Grain Co., Greenville, Ohio, made connections all right this time. He came through with Secretary J. W. McCord of the Ohio Grain Dealers' Association.

M. E. Gifford, Indianapolis representative of the Cleveland-Akron Bag Co., attended all the sessions. He distributed handsome souvenirs in the form of oxidized silver cuff buttons and silk watch fobs.

Louis R. Doud, Indiana traveler for the Grain Dealers National Mutual Fire Insurance Co., was in the city and assisted his principal, Mr. McCotter, in explaining the advantages of mutual fire insurance to the visiting dealers.

G. T. Burrell of the Burrell Engineering & Construction Co., Chicago; H. P. Harpstrite, representing the Maroa Mfg. Co., Maroa, Ill.; J. N. Bacon, with the Invincible Grain Cleaner Co., Silver Creek, N. Y., and T. M. Van Horn, with Barnard & Leas Mfg. Co., Moline, Ill., represented the machinery interests.

Toledo sent a strong delegation consisting of F. W. Jaeger, J. F. Zahm & Co.; John C. Keller, C. A. King & Co.; W. E. Tompkins, Raymond P. Lipe; C. Knox, Reynolds Bros.; J. A. Rice, The Paddock-Hodge Co.; Arthur B. Emmick, Worts & Emmick; A. Guitteau, W. H. Moorehouse & Co.; W. W. Cummings, J. J. Coon; Ed. A. Culver, Chief Inspector.

Among the shippers and others who attended the meeting were the following: J. S. Sellers, Frankfort; David Unger, Russiaville; A. J. Fitzinger, Frankfort; W. G. Vannice, Danville; W. T. Davis, Coatsville; J. C. Young, Frankford; T. C. Wood,

Windfall; L. G. Orr, Matthews; Cary Jackson, Fal-mouth; O. C. Gordon, Summitville; L. A. Evans, Burney; Ed. Lee, Mellott; Paul Hagen, Fortville; P. E. Goodrich, Winchester; C. B. Riley, Rushville; H. L. Combs, So. Whitley; A. L. Bittle, Wingate; G. W. Friday, Idaville; W. T. Besser, Green Castle; N. E. Christie, Amo; S. J. Jenkins, Burrows; T. J. Ryan, Delphi; H. E. and A. E. Hartley, Goodland; E. W. Ball, Rushville; A. P. Watkins, Lincoln; F. C. Rich, Goodland; J. W. Dalrymple, Rising Sun; E. M. Wasmuth, Roanoke; G. C. Wilson, Russellville; E. W. Phares, Tipton; C. N. Vernon, Anderson; A. J. McDill, College Corner, Ohio; J. N. Gordon, Summitville; W. H. H. Quick, Anderson; A. A. Ulrey, Fairmount; B. F. Crabbs, Crawfordsville; C. Loughry, Monticello; J. W. McCardle, New Richmond; O. G. Carter, Goldsmith; A. Gardner, Cottage Grove; J. Robertson, Ewing; M. L. Conley, Frankfort; W. E. Rich, Remington; J. P. Allen, Wheatland; A. L. Nelson, Montpelier; W. H. Aiman, Pendleton; E. A. Malsbary, Francisville; W. C. Hart, Kitchell; Fred Rose, Brookston; R. L. Barnard, Greenfield; J. H. Stewart, Manson; F. A. Finch, Stockwell; H. C. Clark, Lebanon; G. A. Christen, Fortville; E. Gentner, Fortville; J. C. Dewees, Kokomo; J. O. Finch, Clarks Hill; H. C. Martin, Attica; Mr. Harris, Greencastle; A. L. Hardin, Charleston, Ill.; W. J. Mercer, Mt. Summit; Arthur Stall, Thorntown; Bert S. Malone, Kempton; Ed. Thistlewait, Sheridan; C. G. Egly, Berne; I. Adams, Bunker Hill; A. L. Wellington, Anderson; Nat. Schnaible, Lafayette; T. A. Morrison, Kokomo; C. Bunnell, Wanatah; J. A. Bridge, Attica; W. H. Morrison, Lafayette; H. D. Yoder, Indianapolis; A. L. Hardin, Charleston, Ill.; S. Tomlinson, Winchester.

NEBRASKA GRAIN DEALERS' ASSOCIATION.

The annual meeting of the Nebraska Grain Dealers' Association, postponed from April, was held in the assembly hall of the Lindell Hotel, Lincoln, beginning at 2:20 o'clock on Wednesday, June 10. President Hayes of the Hayes-Eames Elevator Company of Hastings was in the chair. About 100 members of the Association were present.

Minutes of the previous annual meeting and of a special meeting of the governing committee were read by Secretary Bewsher and approved as read.

The report of the warehouse law committee was then read as follows:

Your committee to whom was referred the question of improved warehouse laws in the interest of the grain dealers of this state, beg to report as follows:

Shortly after the adjournment of our last annual meeting, your committee proceeded to acquaint itself with the warehouse laws of this and some neighboring states; secured copies of these laws and submitted them to an attorney for comparison. An opinion as to what should be embodied in such a law, from a banker's standpoint, was secured from Mr. C. F. McGrew, vice president of the Omaha National Bank, who addressed you upon the subject of warehouse laws at our last annual meeting. The result of your committee's effort can be briefly stated in submitting the opinion of Mr. F. M. Hall, an attorney at Lincoln.

"Gentlemen:—Referring to the letter of the 8th inst., of C. F. McGrew of the Omaha National Bank to your Mr. Levering, and also to a conversation recently had with Mr. Levering, relative to warehouse receipts, would say that I do not see how it is possible to strengthen the law and make warehouse receipts better security than they are now without requiring said receipts, in order to be valid lien as to other creditors, to be recorded in the respective counties where the warehouse in which the grain is stored are located. The law at present makes warehouse receipts negotiable instruments, and gives to the holders thereof a first lien as to all subsequent purchasers and creditors, or any person interested therein, from the date of issuance of such receipts. To be sure, if B were to issue warehouse receipts to A on the first day of June, but prior thereto he had issued receipts covering the same grain to C, then A would have no protection as against C, except to enforce the criminal law against B for having incumbered the property a second time with warehouse receipts.

"It seems to me that section 13 and 14 of Chap. 92 of the Compiled Statutes of 1901 are about as full, stringent and complete as they can be made; and the only way that I can conceive of making the holder of one of these warehouse certificates absolutely safe is by the recording act. This would give the holder of the warehouse receipt absolute security, because he could always tell by an examination of the records whether or not any prior re-

ceipts had been issued. His lien would date from the day of recording the same as to all subsequent creditors. It is barely possible that upon a more thorough consideration and further discussion some way might appear by which the result might be accomplished, but it does not occur to me at this time.

"Yours truly,

F. M. Hall."

You will note that it is Mr. Hall's opinion that the present laws on the statutes of this state, if applied, are sufficient to protect all interests. His only suggestion of improving the law provides for the recording of the act or lien. It is this necessity that, in the opinion of your committee, makes it of little value, owing to the natural timidity of dealers in wishing to go on record as having given a chattel mortgage on any part of their belongings.

In view of these facts, your committee did not feel justified in proceeding further without first submitting the matter to you for consideration; and, in fact, it was difficult to discover how to proceed so as to improve upon present laws without embodying this, in the mind of the committee, objectionable feature.

The report was adopted as read.

The insurance committee's report hitherto made public (October 21, 1902) was placed on file without reading. [The report was in substance that the committee would not recommend the formation of a separate mutual insurance company for Nebraska dealers; but recommended to their attention the existing mutual companies taking elevator risks.]

The report of the excursion committee was then read as follows:

Your committee regrets to report its inability to complete arrangements for an excursion to be conducted by the Association, for its members, their families and intimate friends. At our 1902 annual meeting, you created this committee with power to act. Early in December they met and decided upon a trip to New Orleans and return; secured all the necessary figures and information, and completed the work as far as possible, until the wishes of the members were further known. In January the committee instructed the secretary of the Association to issue an inquiry to learn whether or not the required number of participants could be secured. Owing to the car situation, many who desired to make this trip hesitated committing themselves until the outcome of that situation was known. As a result, few if any commitments were secured. Later a second inquiry was issued and then a third, with the result that, all told, about 100 excursionists and probable excursionists were secured. This number was insufficient to justify your committee in continuing arrangements. It was necessary that a party of 165 to 175 make the trip, and of these, it was required that at least 135 commit themselves before final arrangements were completed. As you know, the stringency in the car situation continued throughout the winter and prevented the final completion of the arrangements.

It is the opinion of your committee that under normal conditions this trip is desired by the majority, and that this failure does not indicate a lack of interest in the matter. The trip arranged for would have been a most pleasant one, as it was the intention to make a day's stop at St. Louis, one day at Memphis, and a day and a half to two days at New Orleans, going; returning, part of a day at Hot Springs, Arkansas, and one day at Kansas City,—in all, a nine-days' trip. There was little doubt in the minds of the committee that special entertainment could have been arranged for at these various cities, with the commercial bodies of these cities.

Your committee believes that if it is still the desire of this body that such a trip be made, with the information at hand and data already secured, and the fact that next year there will be no legislature in session to handicap the work, and if other conditions are normal, such a trip could be made to the advantage and pleasure of all participants.

The treasurer's report was read and adopted as follows:

TREASURER'S REPORT.

Receipts.

Balance on hand April 1, 1902.....	\$1,873.95
Dues	4,568.56
Fees	120.00
Advertising	372.65
Interest	12.50
	\$6,947.66

Disbursements.

Office furniture (rotary).....	\$ 44.00
Telephone and Telegraph	161.26
Printing	425.88
Office supplies	109.40
Collection and Exchange	19.23
Office rent	150.00
Postage	402.29
Expense Warehouse Committee.....	4.50
Expense Insurance Committee.....	21.00
Expense Governing Committee.....	2.50
Stenographer's salary and extra help.....	508.10
Secretary's traveling expense.....	312.05
Secretary's salary	2,895.81
Balance cash on hand April 1, 1903.....	1,891.64
	\$6,947.66

In addition to the above, there is outstanding—
From advertisers \$ 16.50 || Interest on \$1,500.00 for 6 months..... | 15.00 |
| Balance on hand as above..... | 1,891.64 |

Making total cash reserves..... \$1,923.14

The secretary's annual report was read and adopted in substance as follows:

To Members Nebraska Grain Dealers' Association:—I take pleasure in submitting this, my fourth annual report, the fifth of the Association since its reorganization. Without reviewing trade conditions of the past year, with which you are all no doubt thoroughly familiar, I will pass to the business of the Association with only a statement, that perhaps no previous year has given your organization so excellent an opportunity to prove its worth to you in guarding your interests, as has the past one. . . .

The crops of the past year have been normal from the bushel standpoint, but regrettably below normal from the standpoint of grades. But for this latter fact, a greater degree of harmony throughout the state would have been possible, although considering existing conditions, most sections of the state have hardly known as harmonious a condition in years past, as that during the year just ending. . . .

Membership.—The membership and elevator representation of this body has reached a point greater than that every enjoyed by any association with the same amount of material to work upon. On April 1, our members numbered 281, representing 864 elevators. This is about 91 per cent of the elevators available in this state. There have been a few withdrawals because of retirement from business, or for other causes; a few suspended for non-payment of dues, but a lesser number for this cause than during any previous year, and no expulsions. Leaving a net increase during the past year, of 189 elevators—a gain of 28 per cent over last year.

Finances.—You will note from the treasurer's report, that the finances of your organization are in a most healthy and prosperous condition. The actual cash on hand increased \$18.00, which together with two items outstanding for advertising, and interest on \$1,500.00 on hand, both of which items were due but not collected, shows a net increase of about \$50.00. The total assets of the Association, including furniture and fixtures, therefore amounts to about \$2,100 to \$2,200.

Claims and Complaints.—Notwithstanding the very trying condition of the crops, there has been fewer complaints, one member against another, than would have been expected, and perhaps no greater number than that of the year before, when the crop was in a more normal condition. There has been an increased number of complaints however, from receivers against country members of our Association for differences on balances due them. As a result, your Governing Committee, which acts as a board of arbitration, has been called upon to decide more cases of this nature than has a similar board connected with this Association ever before. In my recommendations which will be recited to you later, I make a suggestion with reference to this branch of the work. I believe it is growing so important as to demand other than the crude arrangements this Association has now in effect.

Local Meetings.—Fewer district meetings have been held during the past year than perhaps during any previous one. This has been partly as a matter of policy, and partly from the inability of your secretary to get around, owing to his almost constant attention required at Lincoln during the past winter. It was deemed advisable, with the present system in vogue, that meetings be held only when absolutely necessary between crops and always previous to the beginning of any new crop movement. It therefore devolves upon the members to keep this office closely informed as to the needs of their section in this respect, and wherever a meeting is desired, it will be held. In the meantime, your secretary believes it better policy to personally visit points in trouble and try to adjust those troubles between the dealers concerned, rather than call a meeting of that division unless many are involved in the difficulty.

Literature.—Following the usual custom, there has been the usual number of bulletins—general, confidential and crop—issued during the past year. These are necessary to keep the dealers in touch with the work as it progresses, and they will be continued as in the past.

Report of Committees.—Much of the usual matter embodied in this report has been omitted for the reason that at your last meeting, special committees were appointed to take charge of branches heretofore conducted through the secretary's office. These committees were known as the Legislative, Warehouse, Insurance and Excursion Committees, all of which have reports read for submission.

Recommendations.—In view of the fact that Sec. 1 of Art. 3 of our By-laws, referring to the secretary's salary, is inconsistent with the present salary paid that officer, and believing that any stipulated amount may at times prevent your governing committee from exercising their best judgment in handling that office, and believing that your governing committee will at no time pay a salary out of proportion to the ability of the officer employed, and as all, or nearly all, other associations leave this matter in the hands of their directors, I would suggest that instead of this article as it reads now—"The secretary's salary shall be left to the discretion of the Governing Committee, provided only that the amount shall not exceed \$2,500.00 per annum,"—be corrected by striking out the last clause therein, leaving the section then reading, "The secretary's salary shall be left to the discretion of the governing committee."

I would also suggest that in view of the number of cases that are annually submitted to the secretary's office, requesting arbitration of differences arising between one member or another, or between receivers, members or non-members, and a member, that you appoint a committee to be known as arbitration committee, this to be a standing committee,

with power to draft rules and regulations for the conduct of that committee's work. By investing them with authority to draft and adopt these rules, you take no chances of an injustice, for the committee will be composed of your own members and they have various sets of arbitration rules to be guided by in the formulation of rules to govern their action. Then, too, you save the delay and incomplete work usually resulting from an attempt to formulate rules as extensive as these must necessarily be, at one sitting.

In conclusion; in my own behalf and that of the other officers of the Association, I beg to thank you for the kindly consideration and very able assistance rendered us during the past year. Without a liberal spirit of co-operation on your part, little can be done for you, and consequently less success attained for the organization. I feel sure that a continuation of this spirit on your part, will be the means of making still more extensive improvements in the trade, for there is much opportunity for improvement, and new opportunities continue to arise. Each crop brings out its own conditions, and those conditions need a concerted pull in order that you may secure the best results.

AMENDMENTS TO CONSTITUTION.

In taking up the recommendations of the secretary for changes in the constitution, the chair advised the removal from Art. III, Sec. 1, of By-laws of all limitations on the governing board as to salary to be paid the secretary. The section limits the amount to \$2,500. In explanation it appears that the committee, some time since, found it necessary to exceed that sum in order to retain the services of Secretary Bewsher, who had been offered \$1,000 more than that sum to go to another association, which action the Association had approved in the adoption of a special report by the governing committee on that subject. The chair thought the Association's interests should not again be put in jeopardy by having the governing committee's hands tied.

It was thought by some that the secretary had been employed on a contract; but on the contrary the constitution provided for his election by the Association at the annual meeting, and there was nothing to prevent his resigning at any time or remaining in office even should he prove inefficient.

Various members taking part in the debate thought the sum should be limited to some amount. The amount paid to Mr. Bewsher (\$3,250 per annum) was heartily approved by all; but at the same time it was felt that the secretary should be subject to dismissal at any time should he prove unsatisfactory, there being no provision for his removal from office for any cause.

A motion was made to amend Sec. 4, Art. III of the constitution to provide for the employment by the governing committee instead of the election of a secretary.

The discussion of the financial feature of the question continued in such a manner that Mr. Bewsher was at length forced to anticipate an announcement he had intended to make later on, to wit, that he was not a candidate for reelection, having been appointed to and accepted the position of secretary of the Omaha Elevator Company (Peavey System) at Omaha at a salary which the Association could hardly be expected to pay, succeeding E. P. Peck, who becomes general manager of the same company. He said he regretted to sever his connection with the Association, and for some weeks had been hunting for a successor. He had several candidates to name to the governing committee should the employment of a secretary be delegated to the committee. He urged the Association to change the method of employing a secretary. He had no doubt the committee could employ a man at a much less salary than he had been paid; and he himself stood ready to assist his successor in becoming familiar with the work.

Expression of regret was general that Mr. Bewsher had resigned, but all at the same time congratulated him on his personal good fortune and brilliant future prospects.

After some considerable further discussion the constitution was amended as follows:

Sec. 4 of Art. III of Constitution to read as follows:

"The election of officers, excepting secretary-treasurer, shall be held at the regular meeting in April of each year; and they shall hold office for the term of one year, or until their successors are duly elected and qualified."

Sec. 5 of Art. IV of the Constitution to read as follows:

"It shall be the duty of the governing committee to appoint or remove the secretary-treasurer, and to look after the interests of the Association between all meetings; follow the general policy outlined by the members at the annual meetings; transact the necessary business of the Association; investigate all complaints that may come before them and work for their adjustment; make an annual investigation of the books of the secretary and treasurer; act as a board of appeals; and have all other powers delegated to them by this Constitution and By-laws."

A motion to raise the maximum limit of salary to \$3,500 was lost; ayes, 35; noes, 39. The effort to abolish or alter the \$2,500 maximum salary to be paid a secretary was finally abandoned; and that limitation stands.

A committee of seven on nominations (one member from each railway system in the state) was then named as follows: Union Pacific, Jas. Bell, David City; Burlington, C. W. McConaughy, Holdrege; Rock Island, H. B. Hoyle, Hallam; Mo. Pacific, F. P. Lint, Atchison, Kans.; Grand Island, T. W. Smith, York; Elkhorn, N. B. Updike, Omaha; M. & O., Chas. E. Ohlson, Oakdale.

On motion of Mr. Tighe an article (XI) was added to the By-laws providing for the appointment by the president of an arbitration committee of three members, who shall formulate their own rules and regulations for the arbitration of causes brought before them.

An appeal from the Kansas Grain Dealers' Association for aid for the Kansas farmers sufferers from the floods was read; and during the two days of the session \$106.24 were donated for that purpose, for which sum Secretary Smiley was telegraphed to draw upon Secretary Bewsher.

INSPECTION AND WEIGHING BOARD.

The chair suggested that a system of Nebraska inspections and weighing of grain under the control of this Association had been considered; and asked if any action thereon was desired.

Mr. McConaughy urged the creation of such a system in the interests of the state grain trade in general.

H. J. Callen, South Auburn, did not think the establishment of such a system would be of any practical advantage, seeing that terminal houses are themselves dealers and shippers to them accept their reports of grade and weights. Messrs. Jas. Bell, J. W. Holmquist, Oakland, and others opposed the movement. However, on motion of F. D. Levering of Lincoln a committee of three was appointed to formulate and report to the meeting rules and regulations for the appointment of inspectors and weigh masters in all cities which request them, said system to be under the auspices of the Nebraska Grain Dealers' Association.

Objection was continued to the project, it being urged that there is no city in Nebraska that can financially sustain such a system of inspection and weighing; but Messrs. McConaughy and T. D. Worral believed that the system could be established and that it would pay for itself. The Association is not bound to it in any way financially.

The motion prevailing, the chair appointed Messrs. McConaughy, Levering and Holmquist, with directions to report on the following day.

Adjourned to 9:30 a. m. Thursday.

SECOND DAY—THURSDAY, JUNE 11.

The second day's session was largely devoted to the report of the committee on legislation. The report is not made public.

The report of the special committee on inspection and weighing board was read as follows:

Your committee report the following rules and regulations to govern the matter of inspection and weighing under the authority of the Nebraska Grain Dealers' Association:

Section 1. It shall be the duty of the governing committee, immediately after each annual meeting of this Association, to appoint three members of the Association to constitute what is known as the "Weighing and Inspection Board," who shall hold office for one year or until their successors are appointed and qualified. Vacancies shall be filled by the governing board.

Section 2. It shall be the duty of this board to appoint the inspectors and weigh masters at such points in this state where applications are made for same and such applications are accompanied by a petition asking for such appointment, signed by not less than twenty members of this Association.

Section 3. The office of weigh master and inspector must not be filled by one and the same person.

Section 4. Each inspector and weigh master so appointed shall, before entering on his duties, execute a bond to this Association in the penal sum of one thousand (1,000) dollars, for the faithful performance of his duty, such bond to be filed with the secretary of this Association.

Section 5. It shall be the duty of each weigh master to weigh carefully and correctly the grain in each and every car weighed, to keep a record of the same and to issue certificates therefore. It shall also be his duty to keep his scale in proper order.

Section 6. It shall be the duty of the inspector to carefully sample and inspect every car of grain, to keep a record thereof and issue certificates therefore, stating thereon the grade and test weight of grain in the car, according to the inspection rules adopted by this Association and in effect at the time the certificates are issued.

Section 7. The maximum charges adopted by this Association for the inspection, weighing and sampling of grain are as follows:

Inspection on arrival twenty-five cents per car.
Inspection out of elevator twenty-five cents per car.

Weighing charges the same.

Ten per cent of the total amount collected by all weigh masters and inspectors shall be paid into the treasury of this Association.

Section 8. It shall be the duty of the Weighing and Inspection Board to adopt suitable forms of certificates to be used by all its inspectors and weigh masters.

Section 9. Any duly authorized inspector or weigh master who shall be guilty of neglect of duty, or who shall knowingly or carelessly weigh or grade any grain improperly, or who shall accept any money or other consideration, directly or indirectly, for any neglect of duty as such inspector or weigher, shall be deemed guilty of a fraudulent intent, and upon conviction thereof shall be fined in any sum not to exceed one hundred (100) dollars and be dismissed from the service of this Association.

Rules and regulations governing the inspection of grain authorized by the Nebraska Grain Dealers' Association:

RULE I.

Winter Wheat.

No. 2 Red. To be sound, well cleaned, dry red winter wheat, weighing not less than 59 pounds to the measured bushel.

No. 3 Red. To be sound, reasonably clean red winter wheat, below No. 2 red, weighing not less than 56 pounds to the measured bushel.

No. 4 Red. To be thin, bleached or tough red winter wheat, reasonably sound, and unfit to grade as No. 3 red.

Rejected Red Winter. All damp, tough, very musty, very smutty, trashy, dirty, damaged or thin wheat of red winter variety falling below No. 4 red.

Hard Winter Wheat.

No. 2. To be sound, dry and clean hard winter wheat, and to weigh not less than 59 pounds to the bushel.

No. 3. To be sound and reasonably clean, hard winter wheat, and to weigh not less than 56 pounds to the bushel.

No. 4. To be reasonably sound, thin, tough or bleached hard winter wheat, unfit to grade No. 3 Hard.

Rejected Hard Winter. All damp, tough, very musty, very smutty, trashy, dirty, damaged or thin wheat falling below No. 4 Hard.

Spring Wheat.

No. 2. To be bright, sound spring wheat, reasonably clean, weighing 57 pounds or more to the bushel.

No. 3. To include all dry and reasonably sound spring wheat, not equal to No. 2 testing not less than 53 pounds.

No. 4 Spring. All spring wheat not dry or sound enough, or too thin, bleached, shrunken or dirty to grade No. 3 Spring.

White Spring Wheat.

No. 2 White. To be bright and sound white spring wheat, reasonably clean.

No. 3 White. To include all dry and sound white spring wheat below No. 2.

No. 4 White Spring. All white spring wheat not dry or sound enough, or too thin, bleached, shrunken or dirty, to grade No. 3 white spring.

Rejected Spring Wheat.

All damp, tough, musty, very smutty, trashy, dirty, damaged or thin wheat falling below No. 4.

Mixed Wheat.

All mixtures of spring, soft and hard winter wheat shall be classed as mixed wheat and graded as follows:

No. 2 Mixed Wheat. To be sound, dry and clean, and weighing not less than 59 pounds to the bushel.

No. 3 Mixed Wheat. To be sound and reasonably clean, and not to weigh less than 56 pounds to the bushel.

No. 4 Mixed Wheat. To include all mixed wheat corresponding in quality to No. 4 of other classes of wheat.

Rejected Mixed Wheat.

All damp, tough, musty, very smutty, damaged or thin mixed spring and winter wheat falling below No. 4 Mixed Wheat shall be graded as Rejected Mixed Wheat.

California, Colorado, Washington, Idaho and Utah Wheat.

No. 2. To be sound, dry, well cleaned, pure white wheat, free of smut, grown in Colorado, Utah, California, Washington or Idaho.

No. 3. To be sound, dry, reasonably clean white wheat, grown in Colorado, Utah, California, Washington or Idaho.

Wheat of above description of lower grades to be classed on its merits as regular No. 4 or Rejected.

Test Weights.

Each inspector shall ascertain as nearly as practicable the weight per measured bushel of every lot of wheat inspected by him and note the same on his report, but he shall not be held responsible for variations in weight that may occur in re-inspection, unless negligence or fraud can be shown against him.

RULE II. Corn.

No. 2 Yellow. Shall be seven-eighths yellow, sound, dry and reasonably clean.

No. 3 Yellow. Shall be seven-eighths yellow, reasonably dry, and reasonably clean, but not sound enough for No. 2.

No. 2 White. Shall be fifteen-sixteenths white, sound, dry and reasonably clean.

No. 3 White. Shall be fifteen-sixteenths white, reasonably dry and reasonably clean, but not sound enough for No. 2 white.

No. 4 White. Shall be fifteen-sixteenths white, not wet or in a heating condition, and unfit to grade No. 3 white.

No. 2 Corn. Shall be mixed corn, sound, dry and reasonably clean.

No. 3 Corn. Shall be mixed corn, reasonably dry and reasonably clean, but not sufficiently sound for No. 2.

No. 4 Corn. Shall include all corn, not wet or in a heating condition, that is unfit to grade No. 3.

RULE III. Oats.

No. 2 Oats. Shall be mixed oats, sweet, clean, and reasonably free from other grains.

No. 3 Oats. Shall be mixed oats that are slightly damp, unsound, slightly musty, dirty, or from other cause unfit to grade No. 2.

No. 4 Oats. Shall be mixed oats, not wet or in a heating condition, or from other cause unfit to grade No. 3.

No. 2 White Oats. Shall be seven-eighths white, sound, clean and reasonably free from other grains.

No. 3 White Oats. Shall be seven-eighths white, but not sufficiently sound and clean for No. 2.

No. 4 White Oats. Shall be seven-eighths white, not wet or in a heating condition, badly stained, or from any other cause unfit to grade No. 3 white.

RULE IV. Rye.

No. 2. To be sound and reasonably clean, 55-pound test.

No. 3. To be reasonably sound and reasonably clean, unfit for No. 2.

No. 4. To include all musty, dirty rye, unfit for No. 3.
Rejected. Damp, dirty, damaged, musty, unfit for No. 4.

RULE V. Barley.

No. 2. To be sound and reasonably clean.
No. 3. To be reasonably clean and merchantable.
Feed. To include all unsound and damaged barley.

RULE VI. No-Grade Grain.

All grain that is wet, hot, in a heating condition, shall be classed as No-grade.

RULE VII.

All inspectors shall make their reasons for grading grain, when necessary, fully known by notations on their books. The weight alone shall not determine the grade.

RULE VIII.

Wheat containing live weevil shall not be graded, but the inspector must give the kind and test weight of same, noting, "Live weevil."

On motion of Mr. Worrall the report was adopted and the committee discharged.

A brief discussion then followed upon the question of the adjustment of losses to shippers caused by the flood at Kansas City; and on motion of W. H. Ferguson of Hastings the governing committee was directed to investigate the situation and report to the members. Mr. Ferguson believed the railroads negligent, in that they had failed to remove cars of grain to high ground after the Topeka flood had shown that a flood at Kansas City would inevitably occur. The governing committee was also authorized to call a special meeting of the Association should they deem it necessary in order to protect the legal rights of members.

The nominating committee, through Mr. McCaughy, recommended that officers be elected as follows:

President—J. W. Holmquist, Oakland.

Vice-pres.—Chas. Hunter, Inovale.

Governing committee—C. A. McCloud, York (C. B. & Q.); Thos. Worrall, Lincoln (U. P.); F. S. Cowgill, Omaha (C. & N.W.); arbitration committee, C. J. Miles, Hastings; J. J. Trompen, Hickman; Frank Fowler of Nye-Schneider-Fowler Company, Omaha.

The committee explained that these recommendations put a few new men on the governing board, but only as few as possible. The committee re-

gretted that Mr. Hayes had peremptorily declined to continue to serve as president, and desired to express their respect for and confidence in him personally as well as to commend his administration for five years past.

On motion the report was adopted; and following the method provided by the constitution the gentlemen named in the report were elected to the several offices *severatim* by acclamation.

The officers-elect who were present—Messrs. Holmquist and Hunter—made brief but appropriate remarks when called on.

On motion, Messrs. A. J. Denton, F. P. Lint and Bewsher were appointed a special committee to procure and present to ex-President Hayes on behalf of the Association an appropriate testimonial expressive of the Association's appreciation of his long and disinterested services in behalf of the Nebraska Grain Dealers' Association, for which the committee was empowered to expend the sum of \$100.

Ex-President Hayes protested, but the motion was put by the secretary and unanimously carried.

Adjourned to 2 o'clock p. m.

AFTERNOON SESSION—THURSDAY.

Crop reports being called for, these, made by gentlemen representing all parts of the state, excepting only the extreme northwestern part, were nearly unanimous in opinion that excepting corn on bottom lands (which were then in course of replanting), all grain promised a fair to large yield. No part of the state appears to have suffered seriously from excessive moisture, excepting the lowlands, where even the worst conditions may be redeemed in large part by a reasonably late fall.

The following resolution was then adopted:

Whereas, It has been the will of an all wise Providence, since our last annual meeting, to remove from our midst, in the prime of his manhood and usefulness, our esteemed vice-president and co-worker, Mr. E. C. Jones of Nebraska City; therefore, be it

Resolved, That the sympathy of this Association be extended to his family in their bereavement; and that a copy of this resolution be sent to his widow, and also become a part of the minutes of this meeting.

After some discussion of the cooperative elevator movement in Nebraska, the Association adjourned *sine die*.

THOSE WHO WERE THERE.

Colorado was represented by C. B. Seldomridge, Colorado Springs.

St. Louis was represented by J. B. Swearingen of Cochran Grain Co.

J. M. Morton represented the Harroun Elevator Co. of St. Joseph, Mo.

E. B. Slosson, general agent Union Pacific, Lincoln, was seen in the lobby in the evening.

The U. S. Agricultural Department was represented by T. B. Baldwin, field agent for Nebraska.

The machinery men were represented by W. C. Bailey of the York Foundry and Engine Works, York.

B. H. O'Meara represented Douglas & Co., starch manufacturers, Cedar Rapids, who have just started their factory; capacity, 3,000 bushels of corn daily.

Chicago was represented by J. W. Radford, with Pope & Eckhardt Co.; C. T. Neal, Lincoln, with J. F. Harris & Co.; W. G. Hoover, Kansas City, J. Rosenbaum Grain Co.

Kansas was represented by F. P. Lint, with the Greenleaf-Baker Grain Co. of Atchison—after July 1, Hall-Baker Grain Co., Kansas City; J. R. Schmitt, with S. R. Washer Grain Co., Atchison; A. J. Denton of Denton Bros., Leavenworth; W. J. Mensendieck, with Logan Grain Co., Kansas City.

The following representatives of the receivers and commission houses were present from Nebraska points: Geo. H. Lyon of Armour & Co., Omaha; E. S. Westbrook of Westbrook-Gibbons Grain Co., Omaha; N. B. Updike of the Updike Grain Co., Omaha; E. P. Peck, Omaha Elevator Co., Omaha; E. A. Duff of Duff Grain Company, Nebraska City; T. D. Worrall, Nebraska Elevator Co., Lincoln; D. C. Van Duyn, with Weare Commission Co., Lincoln; F. D. Levering and C. G. Crittenden of Central Granaries Co., Lincoln; C. W. McCaughy, with

Milmine & Bodman, Holdredge; E. Bartels, W. E. Ward and C. B. Hoover, with Weare Grain Co., Omaha; A. B. Wilson, president Jones Grain Co., Nebraska City.

Among the dealers present were the following: N. Jacquot of Jacquot & Sons, Merna; A. I. Woodson, Lexington; S. M. Blythe, Blue Springs; J. W. Holmquist of Holmquist Grain & Lumber Co., Oakland, and Merriam & H., Omaha; E. E. Curyea of G. W. Curyea & Son, Alvo; Perry Frazier, Dubois; H. B. Hoyle, Hallam; E. Erickson of Erickson Bros., Stromsberg; G. F. Nelson of Peterson & Nelson, Osceola; A. V. Nelson of Samuelson & Nelson, Hiawatha; H. J. Callen of H. J. Callen & Co., So. Auburn; John G. Murray of Murray Grain Co. Dunbar; J. W. Jamieson of Jamieson Bros., Stella; W. H. Taylor of Taylor & Morgan, Tobias; F. J. Uldrich of F. J. Uldrich & Co., Daykin; T. B. Dolling of Dolling & Purcell, North Bend; C. O. Ainsworth of Tobias Grain Co., Tobias; J. W. Bailey of J. W. Bailey & Co., Brock; Jas. Murray, Lorton; T. F. Meminger, Madison; Geo. Coryell, Talmadge; Frank B. Bailey, Glen Rock; L. L. Coryell, Auburn; J. Peterson of Glen Rock Grain Co., Glen Rock; C. S. Russell, Norton; C. E. Ohlson, manager Farmers' Grain and Live Stock Co., Oakland; Chas. Hunter, Inovale; P. H. Gupton, Oxford; Jos. Tighe, Wabash; T. W. Smith, York, of T. W. Smith Grain Co., Hastings; D. Smith, Elmwood; G. J. Harrison of Mulfinger & Harrison, Seward; F. S. DeLong, Syracuse; L. Spelts, David City; G. J. Railsback of Railsback Bros., Ashland; Jas. Bell and S. J. Bell of Bell & Son, David City; Wm. Parrish of Parrish & Smith, Bardley; W. A. Chitwood, Riverton; S. A. Austin, Wilsonville and Lebanon; E. G. Scoville, Stoddard; Robert Beckord, Waco; Geo. W. Lowrey, Lincoln; Messrs. Hayes and Eames of Hayes-Eames Elevator Co., Hastings; O. H. Eggleston of Nebraska Elevator Co., Rising Sun; E. D. Foster of Foster Grain Co., York; W. W. Cameron of W. W. Cameron & Co., Chester; B. D. Williams, Highland, Kans.; B. W. McLucas, Fairbury; W. P. Dickenson, Fairbury; J. E. Dorsey, Morse Bluff, of J. E. Dorsey Grain Co. of Cordova; J. A. Linderholm and C. C. Crowell, Jr., of Crowell Lumber and Grain Co., Blair; J. W. Miller of J. W. Miller Co., York; J. E. Ewart of Ewart & Wilkinson, Lincoln; H. P. John of R. K. Johnson & Co., Valparaiso; G. W. Warner, Pickrell; Chas. Moritz, Russell; J. M. Rankin of Rankin Bros., Cambridge; J. H. Currie, Bradshaw; C. A. McCloud, York; M. J. Holland of Holland Bros., Bellwood; J. French, Smithfield; J. M. Grace, Mascot; J. M. Anderson, manager Farmers' Elevator Co., Holdredge; W. A. Hoage, Douglas; Wm. Krotter of Krotter & Co., Stuart; C. M. Bailey, Swanton; F. P. Van Wickle, York; W. W. Barnby, DeWitt; L. F. Ellermeier, Swanton; J. H. Steinmeyer, Clatonia; W. B. Weeks of Gould & Weeks, Scotia; W. B. Banning, Union; C. Bengen, Minard; A. R. Patten of Blythe & Patten, Beatrice; E. G. West, Gottenberg; H. O. Barber and E. E. Barber of H. O. Barber & Son, Lincoln; W. H. Ferguson, Hastings; W. J. Crandall, Firth; J. E. Abbott and J. R. Morris with Nye-Schneider-Fowler Co., Fremont; Wm. Rundberg of Rundberg & Co., Ong; H. J. Smith, with C. R. Smith, Table Rock; W. C. Moore, Ohioa; W. F. Gillispie, Minard; F. R. Windle, with Joe Windle, Salem; H. M. Pollard, Nehawka; H. P. Nielson, Lexington; I. V. Howard of Howard Bros., Edgar; W. M. Bruce, Bertrand; L. O. Brown, Chester; Ed. Wenzel, Eagle; D. Holland of Holland Bros., Havelock; C. M. Linn of Corpe & Linn, Humboldt; J. M. Elwell, Springfield; N. Bainbridge, with H. J. Rolfe & Co., Gretna; Frank Hendrickson, Prairie Home; Albert Maust of E. A. Maust & Sons, Fall City; J. W. Knight, Walton; J. E. Evans, So. Bend; A. F. Diels of Diels Bros., Scribner; Edward J. Tucker, with Howe Lumber Co., Howe, and representing Hall-Baker Grain Co., Kansas City.

The steamer Turret Cape, which arrived at Port Colborne on her way from Fort William to Kingston, had on board the largest grain cargo and deepest draft that ever entered the harbor. About 40,000 bushels of the cargo had to be lightered before the steamer could get through the canal.

DUTIES OF THE SECRETARY.

[An address by George A. Wells of Des Moines, Iowa, Secretary of the Iowa Grain Dealers' Association, to the Illinois Grain Dealers' Association at Decatur, on June 3 1903.]

The organization of a grain dealers' association should consist of executive officers, committees and membership, whose general objects and purposes are to protect and benefit its members. As an organization, it does not engage in the actual business of dealing in grain, and its members should not be subject to any arbitrary rules or agreements as relating to the conduct of the details of their business.

The constitution and by-laws should be framed with the idea that the organization shall conduct its work by the exercise of prestige and influence rather than by arbitrary control. It should be the duty of the executive officers to outline the policy of the work of the association. I believe it is better for an association to undertake to do less and do that well than to undertake too much and do nothing successfully.

The committees and executive officers should recommend and decide on the larger questions that may come before the association; but it depends largely upon the secretary to decide the smaller questions that come up daily in his work. He is dealing in prestige, influence and human nature, not in grain; and it is not really necessary for him to know whether corn is worth ten cents or a dollar per bushel. The secretary is not instructed to any extent by the by-laws of the association as to what his work shall consist of; and it, therefore, remains for him to investigate and discover the needs of his members and to invent legitimate methods to satisfy them.

The first important duty which suggests itself to the secretary is to secure and retain a membership that will give the necessary financial support to maintain the association and furnish the basis of the prestige and influence necessary to accomplish results. It is, then, his duty to become personally acquainted with each individual member and be competent to judge his peculiar personal characteristics so far as possible; and in this connection also to become informed regarding local conditions relating to ruinous competition caused by personal enmity. To overcome such conditions in any particular locality he should call a local meeting of grain dealers, including all dealers within the immediate territory, whether member or not, and use all means possible to promote friendship among those dealers. If the secretary has the tact and ability to create sentiment and properly direct it, he will find that a few well conducted meetings will wear out most of that obstinate disposition found occasionally within the anatomy of a grain dealer.

Man enjoys friendship, even of competitors, rather than enmity, and enmity is often assumed against the better judgment because of that foolish personal pride that always argues against concession; and men often welcome the advice and request of a third party to make concessions, thus relieving them of the blunt of humiliation.

The secretary should understand fully the legal limits of his right to act along these lines, and he should also remember that he is under the scrutinizing view of the public eye. If his acts violate law, or appear to be against public policy, public agitation will likely follow.

In connection with local meetings it is well to establish uniform methods among local buyers in regard to written contracts, storage charges, dockage, etc. Grain dealers who give concessions to their patrons in these matters are sacrificing profits, and it is perfectly legitimate to establish uniform rules relating thereto.

The secretary should inform himself as fully as possible in regard to terminal methods and become competent to act in behalf of any member who has a complaint; and, in fact, he should act as a bureau of general information so far as possible.

The ideas of the individual members as to the benefits of association work, and as to what should be accomplished, are as numerous as the stars, and range from the sublime to the ridiculous. The offi-

cers of the association should place before the members a well defined plan of practical and consistent objects and purposes and establish a systematic routine of work, educating the members to understand the plan so that united action will be strong and effective. The individual dispositions of members always range from the enthusiastic to the utterly indifferent, and the secretary will find it no small task to show an appreciation of the support of the enthusiasts and at the same time arouse the indifferent members to activity. Members seem always to appreciate any action of a secretary that shows an interest and a disposition to do something for their welfare; and one of the most valuable features of the work that may be conducted to interest the members is to establish a general correspondence with them and be ready to endeavor to give them any consistent service that they may ask. You will readily appreciate the necessity of the secretary educating himself to meet the demand.

We put out a mail to all our members on the last day of each month, giving them any information that we may have that I think will be of interest and I also include letters of inquiry on any subject that I may desire to work up and tabulate in a general report, such as crop reports, stocks, etc. On the tenth of each month we mail another letter to each member, giving the results of these reports and any other general information that we may have. Thus you will see that my system of circular letters calls for at least one letter each month from each member, and thus we get in close touch with each other and thereby maintain a better understanding of local conditions and a most loyal membership.

Secrecy is the bugbear of association work, and I have no sympathy for any association or any officers who feel that they must conduct a secret organization. The officers of an association should inform themselves regarding the statutes and act within legal requirements. If laws are just, use your association to secure a change in the statutes. Do right, be firm in your position, and insist on having your rights, whether it be in your dealings with farmers, the public, the transportation companies, the terminal markets or your competitors.

It is extremely dangerous for an association to indulge too much in the petty politics of the association and the discussion of insignificant questions that may create division of sentiment and seriously interfere with harmonious and concerted action. A secretary should be selected by the executive officers and not elected by the vote of the members. The executive officers should be men capable of judicious and impartial action and the most important work for them to do should be to select a competent man for the position of secretary.

Along the line of these suggestions I would briefly summarize the important duties of a secretary as follows: 1. To establish a regular systematic routine of work. 2. To promote a friendly acquaintance among the members. 3. To establish a friendly prestige with bidders and receivers. 4. To establish uniform methods of buying grain at local stations. 5. To use the prestige and influence of the association to secure improved methods to terminal markets. 6. To secure the enactment of such laws as may benefit the grain trade and the public, and to oppose unjust legislation. 7. To secure proper treatment and consideration by the transportation companies. 8. To regularly disseminate information among the members on different matters relating to the grain trade. 9. To encourage the arbitration of differences as between buyers and sellers, according to the rules of the Grain Dealers' National and affiliated associations.

I was once advised not to adopt all features of association work at once, as the field would become exhausted and there would be nothing new to purpose to keep up an interest with the members. My experience as a secretary in doing general work along the lines given is that it will keep a man indefinitely busy and that the development and establishment of these lines of work will be sufficient to hold the interest and attention of the members.

Illinois is a great grain producing, grain consuming and grain distributing state. Your state

produces more corn and of a higher type and grade than any other state. Your manufacturers of corn products and distilleries consume large volumes of that wonderful cereal from which so many products are obtained. Within the borders of your state are located several of the most important terminal markets of this country, one of which is the largest in the world; and I presume no other state can show so large a volume of terminal grain business. Illinois holds a pivotal position in the grain trade, especially so far as the producers and country shippers are concerned. Every farmer and every grain dealer of the grain producing states is interested to a greater or less extent in the laws of the state of Illinois that relate to the grain trade of its terminal markets, and they are likewise interested in the organization, equipment and methods of the terminal markets that are conducted within your state. Grain shippers of other states are large patrons of your terminal markets. I presume Iowa ships more grain to the Chicago market than does Illinois herself. Grain shippers of other states who patronize your terminal markets have a right to expect that your state will conduct its terminal markets in a proper manner. If your state is to have supervision of weights and inspection in your terminal markets you should see that such supervision is competent, and you cannot find men who are competent to do the work in the grab-bag of political favors.

I want to ask the farmers of Illinois if they are not interested in having competent supervisors of weights and inspection in the terminal markets of this state. The grain dealer must buy the grain on the basis of the inspections that he is liable to receive and must offer the same inspection to the farmer. I want to ask the citizens of Illinois if they are willing to stand indifferent to the abuses that affect the largest commercial industry of your state. Are you not sufficiently interested at least to see that civil service rules are applied?

Grain dealers' associations of other states may assist in exercising prestige and influence with your terminal organizations, but it remains for the Illinois Grain Dealers' Association to exercise an influence in the politics and legislation of your state, and thus I believe that you should maintain in the state of Illinois a large, strong and effective grain dealers' association and that your work should deal largely in politics and legislation for the good of the grain trade and the farmers.

I am an earnest advocate of the idea that grain dealers' associations should enlarge the scope of their objects and purposes and become competent to exercise an influence and a prestige that will be of benefit to the farmers and the public as well as to the grain trade. I believe that grain dealers' associations should stand out openly, squarely and firmly before the public and secure for their members all possible protection that is legitimate and consistent. The law does not contemplate ruinous competition as necessary in order to provide against restraint of trade, and it is certainly not a violation of law for competitors to be friendly with each other. If two or more grain dealers who are friendly are doing business at a station they should certainly be considered insane or foolish if they should conduct their business without maintaining reasonable margins; and they should at the same time recognize the fact that their business will surely suffer if they act unfair toward the farmer, and if grain dealers' associations would have anything to do with prices it should be to see that reasonable prices are paid to the farmers and to establish conditions that will enable grain dealers to pay the highest prices possible, by having the channels of the grain trade well constructed to provide against loss and waste.

To conduct a grain dealers' association successfully is a difficult matter, and each association seems to have somewhat different methods of conducting their work. It is true that conditions differ in different localities; but I believe that it is possible for all associations to adopt similar outlines of work and thus accomplish greater results when the joint action of all state associations is required. It seems that some associations depend more or less on

the work and action of committees in the details of the work of the association. I believe that committees are unwieldy and, as a rule, incompetent, because not fully informed, and that it is impracticable for them to take up the smaller details of the work. In saying this, I trust that you will not construe the statement to indicate that I am attempting to magnify the importance of the position of the secretary, but I do say unhesitatingly that the secretary should be competent to decide details on his own judgment, acting, of course, always in line with the policy dictated by his superior officers.

The secretary is the fellow who gets paid for his time, and he should get results by using the prestige and influence of the association judiciously and in an expert manner. It requires a lot of hard work on the part of a secretary to create a prestige within an association, even with a large membership, that can exercise a positive and effective influence. To exercise prestige implies that there is opposition. To influence opposition by prestige and still retain its friendship requires diplomatic action of the highest grade, and when an organization is strong enough to exercise prestige in a general way the public eye will become fixed upon it and public sentiment will crystallize.

To use prestige effectively and judiciously is a delicate work. The secretary of a grain dealers' association who has succeeded in establishing a prestige will find himself exposed to attempts by those members who desire to use the prestige of the association to further their own selfish interests, but if he would succeed he must act impartially and walk in the middle of the road. The secretary should hold the work and acts of the association absolutely above selfish interests.

I am not in favor of subordinate local organizations or of the employment of an assistant traveling secretary. I am not in favor of holding local meetings of grain dealers more frequently than is necessary to maintain a friendly acquaintance among them, and I would not hold these meetings by an official call of the officers of the association, but would simply get all dealers together, whether members or not, and make them acquainted with each other. I offer these ideas as suggestions.

In conclusion, I want to urge you as an association to organize and use your influence upon the politics and legislation of your state as it relates to the grain business for the benefit of the grain trade and the producers, not only of your own state, but of other states which give you such a large patronage. I also respectfully request, in behalf of the Iowa Grain Dealers' Association, that you organize to act jointly with us and other state associations that may be interested in all efforts to secure a correction of abuses or improvement of methods at your terminal markets by the use of prestige and influence, thus securing the combined prestige and influence of the different state associations, and present our complaints or requests through the secretary of the Grain Dealers' National Association, who will make the necessary arrangements for conferences between the parties.

OKLAHOMA GRAIN DEALERS.

A meeting of the Grain Dealers' Association of Oklahoma and Indian Territory was held at the Kerfoot Hotel, El Reno, on May 19. There were about seventy dealers present.

The crop reports of individuals represent an acreage of 105 and wheat conditions of 107.

The weighing and inspection of shipments to Texas came in for thorough discussion; as a result of which the Association adopted a motion that members sell no grain to Texas interior points except on Fort Worth or Gainesville inspection, and that the Association place check-weighers at both points.

The Association was asked by Richardson & Co. to join with the Texas dealers to select an inspector to act at Gainesville.

The Association was entertained at a banquet by the dealers of El Reno at which a number of good speeches were made.

COURT DECISIONS

[Prepared especially for the "American Elevator and Grain Trade" by J. L. Rosenberger, LL. B., of the Chicago Bar.]

Construction of Contract for Delivery at Buyers' Option.

Where a contract was made for 160 bags of clover seed, "buyer's option March 1," the Supreme Court of Wisconsin says that the contract required the sellers to deliver and the buyer to accept the seed upon the latter's request at any time prior to March 1st, and in no event later than that date. When the sellers agreed to an extension of the time beyond March 1st within which the buyer could exercise his option, they could not put the buyer in default by an offer to deliver on that date. They must then deliver, or offer to deliver at any time within the postponement when the buyer exercised his option; or, if not exercised at all, then at the end of the postponed period. That is to say, the seed was to be delivered at the buyer's option, and an offer of delivery to put it in default must have been made at some time when it requested delivery, or at the expiration of the period if no request was made.

Again, the court holds generally (Gehl vs. Milwaukee Produce Co., 93 Northwestern Reporter, 26) that the following ideas, contained in certain requested instructions, should have been in some form given to the jury: (1) That the proper method of delivery under the contract was by tendering actual delivery of the property at the buyer's place of business, that having been practically conceded by the sellers upon the trial, and hence that an offer to deliver warehouse receipts was not a compliance with the contract; (2) that if the time of delivery was extended by agreement of the parties, there must be a new offer of delivery at the close of such extended time in order to put the buyer in default; (3) that if there was no extension of the period of delivery after March 15th or 16th, then it was not due diligence to wait until March 26th before attempting a resale, it appearing that the market was a falling one and the season nearly over; (4) that, if a bona fide responsible offer for the seed was made to the sellers and refused at a higher price than that finally obtained, then the resale was not made with due diligence. The contract being silent as to where the seed should be weighed, the court holds that it should be construed according to the uniform trade custom in that regard, if one could be shown.

Upon the subject of damages, the court says that the true rule is that in case of the breach by the buyer of an executory or unperformed contract of sale of goods by refusing to accept the same, the measure of the seller's damages is the difference between the market value of the property at the time of the breach and the contract price, and that the market value is fixed by a resale, if the seller exercises all reasonable diligence in the resale to secure the best price obtainable.

Sufficient Authority for Sale of Grain Covered by Seed—Grain Note.

The seller of flaxseed through an agent, having taken seed-grain notes for the purchase price, sent the same to an elevator agent with instructions that if he did not have time to attend properly to the matter, to turn the same over to the agent who had made the sales of the seed the spring preceding and to instruct him to take charge of and collect the notes. The elevator agent, in compliance with his instructions, turned the notes over to the agent who had made the sales, who assumed charge and control of their collection.

This latter agent, one of the farmers who gave a seed-grain note, notified, a few days prior to his threshing his crop, of his intention to do so; and inquired of him whether he would go to the farm and take charge of the flax necessary to pay the note. In response to this, the agent stated that

it was unnecessary for him to go out; that the farmer could haul the flaxseed to the elevator, sell and dispose of it, and return to him (the agent) a cash ticket for the purchase price. Under and pursuant to this authority, the farmer sold and disposed of the flaxseed to the elevator, or authorized another party to do so for him; but, for some reason not shown in the record, he failed to pay over the proceeds to the agent who held his note for collection.

There was no substantial controversy in the evidence that the agent stated to the farmer that he might sell and dispose of the flaxseed at the elevator, though the agent testified that he did not authorize a sale; but he admitted that he had instructed the farmer to haul the flaxseed to the elevator and to leave a "cash ticket" for the amount due on the note with the agent, which he (the selling and collecting agent) would call for. Neither was there any serious dispute that, at the time the agent gave this authority to the farmer, he was in possession of the seed-grain note, as the representative and agent of the seller of the seed grain, and impliedly, at least, authorized to take such action or such steps as might be necessary to collect the amount due thereon.

From these facts, the trial court found that the agent had authority to authorize the farmer to make a sale, and that the lien of the seed-grain note was thereby, as a matter of law, extinguished; and the Supreme Court of Minnesota holds (Winter & Ames Co. vs. Atlantic Elevator Co., 92 Northwestern Reporter, 955) that the findings of the trial court should be sustained.

Title to Corn May Pass Though It Is Still to Be Shelled.

If it is the intent of the parties to a contract of sale of personal property that the title shall presently vest in the purchaser, the Supreme Court of Kansas holds (Barber vs. Thomas, 71 Pacific Reporter, 845) that such intent will govern; and ownership passes, although possession is retained by the vendor. Nor does it consider that because certain corn was to be shelled by the seller before its delivery to the purchaser that the fact that it had not been shelled was inconsistent with title passing where the agreement was that on payment of a certain portion of the purchase money the right of ownership and title to the corn should be in the purchaser and the payment was made.

MICHIGAN GRAIN DEALERS.

Following is the program of meeting to be held at Battle Creek, Michigan, on June 25, 1903, to form a Michigan Grain Dealers' Association:

Welcome to City—T. W. Swift, Battle Creek.

Benefits of a Grain Dealers' Association—H. S. Grimes, Vice-Pres. Grain Dealers' Nat'l Ass'n, Portsmouth, Ohio.

Address—H. A. Foss, Board of Trade Weighmaster, Chicago, Ill.

"How to Obtain Best Results from a Grain Dealers' Association"—S. B. Sampson, Sec'y Indiana Grain Dealers' Ass'n, Indianapolis.

Address—Geo. A. Stibbens, Sec'y Grain Dealers' Nat'l Ass'n, Chicago.

Vote on Organization.

Adoption of Constitution and By-laws.

Election of Officers.

Appointment of Committees.

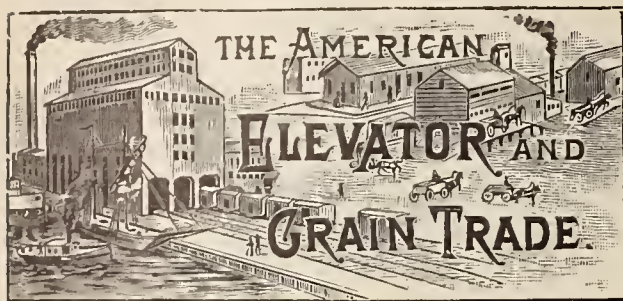
Adoption of Arbitration Rules.

Adoption of Trade Rules.

Adjournment.

The Woolners announce that they will build a new distillery at Peoria to be the largest in the world.

In 1900 the population of the U. S. was 3.28 times what it was in 1850. The increase in production of the principal farm products from 1850 to 1900 is as follows: Sweet potatoes, 1.11 times; rice, 1.16; buckwheat, 1.25; sugar, including beet sugar, 1.50; rye, 1.80; potatoes, 4.15; Indian corn, 4.50; oats, 6.44; wheat, 6.55; barley, 23.15.—H. I. Baldwin & Co., Decatur.



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ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, ILL., JUNE 15, 1903.

Official Paper of the Illinois Grain Dealers' Association.

A CONVENTION MONTH.

A large amount of space is given in this number to the record of the grain dealers' June gatherings. It is to be hoped that these reports, in spite of their somewhat formidable aspect, will be carefully read. They have been reduced to their smallest possible compass without sacrificing essential things; and they are well worth the reader's attention, in order that he may understand what is going on at home and in other states.

In Illinois nominally, and in Nebraska actually, the meetings were held behind closed doors; yet in neither state meeting was there any record made that could not have been given widest publicity, even in a "populistic" state, or could have given offense to any reasonable or self-respecting and fair-minded man.

Even the Nebraska legislative report, which is withheld, would, if published, we believe, have done dealers much permanent good among reasonable business men by directing their attention to the grossly unfair attacks made on one of the greatest business interests of Nebraska. Not, as in Illinois, the grain trade of that state asked for no legislation. It simply defended itself from illegitimate and malicious assaults by designing persons; and the character of its defensive campaign was of a nature, were its details made public, to bring honor and not cast discredit on the trade, whose lobby has no discreditable acts to blush for and whose self-restraint was certainly remarkable under the circumstances.

Indeed, in view of the attacks of newspapers, certain kinds of farmers and petty demagogues on the grain trade in the West, the most con-

spicuous feature of these June conventions has been their freedom from recrimination or disposition to "chew the rag," as the expressive phrase is. The grain trade is an honorable and dignified calling; and grain dealers in convention have not forgotten that fact for a moment.

VOLUME XXI. COMPLETED.

With this number of the "American Elevator and Grain Trade" completes its twenty-first year. It began its career modestly, and had the fate to follow a crop of mushrooms whose sole purpose had been parasitic. Yet it met with an immediate welcome from the trade, and its present permanent size and character are due solely to the generous support given the paper during the past twenty-one years—a support which it can truthfully say has been extended only on its merits and been won by strictly legitimate methods.

The policy of the past will be continued. The "American Elevator and Grain Trade" will ever hold before it the promotion of the welfare of the entire grain trade of America as its chief interest; and it will endeavor to promote that welfare by the dissemination of trade news and information and by the promotion of wholesome trade morals, with such suggestions of commercial policy also as may seem to be sustained by the best opinion of the trade. It will have always in mind that the real business of the grain trade is to market grain in such a manner as best to conserve the interests of producers as well as consumers, giving to the middleman such compensation as his indispensable services entitle him to; and bearing further in mind that while "wind trading" on authorized commercial exchanges is legitimate and a necessary sort of safety valve, beneficial alike to producer and consumer, it is, after all, only incidental to the real business of the grain trade, which is the economical marketing of grain as a commercial commodity in universal demand.

THE CHAMBERLAIN FIASCO.

Although the ablest exponents of English economic opinion had no doubt of the certainty of the repeal of the British "corn duties," nevertheless Mr. Chamberlain, colonial secretary, by his May speech at Birmingham, opposing the fiscal policy of the ministry of which he is a part, precipitated a crisis which brought the question of free trade or protection in England squarely to the point—only to meet its Waterloo in the commons on June 10, when that body rejected, by a vote of 424 to 28, an amendment to the budget declaring in favor of a continuance of the grain duties.

The weakness of Mr. Chamberlain's preferential duties proposition from the English trader's point of view was exposed by Sir Robert Giffen, the noted publicist, who showed that the relation of British colonial trade, which Mr. Chamberlain wished to favor, to the trade with the rest of the world was only about 1 to 10. In other words, Mr. Chamberlain, in order to get the trade and good will of a man with a dollar in his pocket, would risk the business enmity of another with ten dollars in his. The English people, therefore, he proposed to put in the position of the young farmer in Nebraska who owned \$10 worth of stock in a co-operative

company with a "penalty" constitution. Having sold his wheat to a regular dealer at a good profit over and above that which his own company would pay him, he was due under his pledge to pay \$20 penalty to his co-operative company. A sympathetic friend advised him to forfeit the stock and keep the cash, which he did.

That is what the Englishmen did in their quandary. Mr. Chamberlain's preferential scheme sounded all right—in a speech and without working details; but when it came to the sordid question of giving up \$10 in cash to save a dollar's worth of dubious stock in a political "happy thought," Mr. Chamberlain's breezy imperialistic program failed, for even Mr. Chamberlain himself had no idea how to reduce it to practice.

A QUESTION OF REBATE.

The inquiry noted in another column by the Interstate Commerce Commission into the effect upon independent dealers of the allowances made by the Union Pacific Railroad Company to the Midland and Omaha Elevator companies (Peavey system) at Kansas City and Omaha for handling through those houses all grain originating on the U. P. road is an important one, because it will settle the question, Do those allowances amount to or constitute a rebate to the Peavey system of part of the freight rate? A statement of the case from both sides is given elsewhere, and it is unnecessary to comment here upon it, except to say that a ruling will be awaited with interest.

The new Elkins law has killed the direct rebate; but if an indirect rebate may be made the purpose of the Elkins law will, of course, be defeated, and there will be an immediate return to the abuses of the old iniquitous system. The case in hearing undoubtedly has two sides; but even so, it is not perhaps improper to say that all appearance of evil might be avoided by the railroads' handling the public's grain through public elevators that are as public as the name implies. It is even possible that, in the interest of absolute fairness, the law may yet require this.

SECRETARY BEYER.

It is the universal belief of those who know Geo. Beyer of DePue, that in electing him to be secretary of the Illinois Grain Dealers' Association that organization made no mistake, as it easily might have done, at Decatur.

Outside of the Illinois Valley Association territory, where he has done in the past year or so some most successful work as special representative, Mr. Beyer had not been conspicuous in association work until the few weeks prior to his election, during which time he traveled a part of the state in the interests of the Illinois Association. This work brought him prominently to the attention of the then directory of the state association as the most likely man in the state for the position of secretary, and resulted in his election.

In this work Mr. Beyer has shown himself to be energetic, fair and open minded, governable by argument, not subject to unreasoned or unreasonable personal prejudices; a man who does not talk much—certainly not too much; who is

no orator but a man who can express his thought directly in clear and intelligent English, so that none can mistake his views or intentions—a diplomat without some diplomats' penchant for lying, to speak it plainly; and not liable to stam-pede, with the concurrent "breaks" of pen or tongue. He is withal a conservative man, who, we think, appreciates that association work is not to be done in these days with a club, or with a brass band blaring defiance, nor yet with Machievellian craft, but openly and above board, relying, as Mr. Wells puts it, on prestige and the influence of the character of the membership to justify his course to the public and to individual dealers.

Mr. Beyer has already taken up the work by opening an office at Decatur; and enters upon his administration with zeal and a sincere disposition to make himself useful to every individual member of the grain trade of the state. He is entitled to the hearty and thoughtful support of every grain dealer in the state; and we have no doubt he will receive it.

MR. BAER ON TRANSPORTATION.

Mr. Baer of the P. & R., who was examined recently by the Commerce Commission on railroad rates, etc., is, perhaps unconsciously, right to a degree in saying that "transportation and not production is the controlling factor in the commercial world." In so far as one man can control special privileges in transportation, he certainly can control commerce. "It is because of the danger which attaches to the logical sequence of this proposition that the people of this country have elected to regulate railway transportation, and to the extent that his idea is insisted on will the severity of that regulation be prescribed," says "Engineering and Railway Review," which adds: "Mr. Baer and those who believe as he does need to study the signs of the times. They should reorganize their ideas on the subject of public versus private rights. They need to learn that railroads never were and never will be exclusively private property, and that while the use of individual means may be permitted in this connection, the inherent right of regulation remains with the people. There is not the least scintilla of socialism in such a proposition. Nothing is more sure than that the theory of public regulation of transportation facilities is correct and must control."

ARBITRATION IN FAVOR.

The cause of arbitration for the settlement of differences in the grain trade received new impetus at the Texas Association's late meeting, when that body amended its rules to permit appeals directly from its arbitration committee to that of the National Association. By thus eliminating the necessity for a prior appeal to its own executive committee before appeal is allowed to the National Association, the Texans have redeemed themselves from the possible charge of particularity and elevated the practice of the principle in Texas to the broadest plane of nationality. It was a step that cannot fail to raise that association in the esteem and honor of grain dealers everywhere; and at the same time it is further proof that the system has worked so satisfactorily, both in and out of Texas, that Texans, at least, now declare them-

selves no longer unwilling to rely upon the justice of arbitrators in the grain trade wherever they may come from.

Wherever state arbitration rules do not now permit appeals directly to the committee of the National Association, they should be revised to facilitate such appeals, especially when the parties to an arbitration reside in different states. It would unify the practice, and give that part of the trade which may still be sceptical of the principle in practice greater confidence in the fairness of the system and its results, wherever a case may originate.

THE ILLINOIS ASSOCIATION.

The brief but spirited struggle at Decatur for the control of this organization can leave no permanent scars on the Illinois Grain Dealers' Association. The majority has used its privileges with the utmost discretion and consideration; for if the reader will but take down his map of the state and locate the residences of the officers upon it, he will find that in proportion to membership, the officers and directors were never more fairly and wisely distributed. Their personal characters are unimpeachable from any point of view.

It simply remains for all to coöperate with the official staff to carry out the aims and purposes of the Association. This is the more necessary in Illinois, because the form of organization in this state carries with it some hampering traditions from the past that do not give the officers, and especially the secretary, that entire freedom of control and action that is the fortunate feature of the associations more recently formed, as in Indiana and the West. There the secretary, for example, is employed by the directors and not elected; and responsibility for success or failure in the work is easily located. In Illinois, responsibility is more or less divided between the officers and also with the membership, making it, as has been said, the more necessary that the members as individuals should hold themselves also in part responsible for the character of the work done during the coming year.

We believe the membership fully understand this; and that the coöperation so necessary to success will not be withheld by any member.

FARMERS' COMPANIES IN THE WEST.

The farmers' elevator movement in Kansas and Nebraska is the product of the spell-binder. It is a tribute to Jas. Butler's gift of gab to record that in a certain Nebraska town he recently held an audience of farmers rapt until long after midnight while he explained the latest edition of his get-rich scheme. It is perhaps even more complimentary to his persuasive powers to record that he was able to convince some of these farmers that they ought to take stock in his alleged shippers' association and pay him or it \$500 per elevator for the privilege of doing so, without getting other compensation for the \$500.

Butler poses as a philanthropist; but he is of the world worldly. The commission end of his shipping association, which is personal, is quite material. He is also shrewd, in that he endeavors always to enlist a merchant, banker

(without grain trade patronage) or professional man in each of his local companies. This divides the responsibility for his scheme with "home folks."

But this part of his plan has its weakness, if utilized by the local dealers affected. The merchant's or banker's or lawyer's profits are quite as great in proportion as those of the grain dealer, probably greater. Now, at least one shrewd grain dealer has side-tracked a co-operative company agitation by offering to make a "show down" of profits and calling on the merchants, bankers, etc., to do the same. He met Mr. Butler with his own proposition, and insisted that if there is any unfair milking of the farmers, the merchant, banker, etc., are also doing it and doing more of it than the grain dealer. As these would not consent to show their books in their defense, their motives in taking part in a Butler agitation were discredited from the start.

GRAIN TRADE LEGISLATION.

The unanimity with which the state legislatures of Illinois, Minnesota, Indiana and Texas, not to go further, rejected or deliberately smothered the legislation asked for by the grain trade of those states, is not so much an evidence of a lack of influence on the part of grain dealers, as of habitual neglect to exercise that influence. So far as appears of record, the grain trade of none of the states have asked for any legislation inconsistent with the public interest. On the contrary, its demands were distinctly of a sort to have benefited the public even more than the grain trade, to whom the benefits would have come indirectly at best, through a civil service law or the creation of a railroad and warehouse commission to supervise rates, etc. Yet none of these measures received even decent attention.

But in Illinois and Minnesota civil service legislation would have reduced the distribution of the spoils, which is, of course, inimicable to the interests of the professional politician. The fate of the civil service bills ought, therefore, to now convince grain dealers, if such conviction were still necessary, that state legislatures, being, as they are, in the control of the professional politicians, no longer legislate solely for the people but for the gang and its friends, and afterwards, but only incidentally, for the public. Experience in lobby work, too, demonstrates the hopelessness of relying upon moral suasion after the session has begun: the only way legislatures can be restored to their constitutional functions is to "down the gangs" that control them.

Some honest men can be relied on always from the city districts. In the country no class of men have naturally more influence, if properly exercised, than the grain dealers. There the work of redeeming the legislatures to be elected in 1904 should begin now. The voters must be awakened to the necessity of electing men who can be relied upon to enact the people's will in spite of the "gangs." The campaign of education for civil service in the grain inspection and all other state departments must begin now, if a civil service law is desired on the statute book in 1905.

The grain dealers of Rhode Island, and especially of Providence, are considering the matter of organizing an association.

EDITORIAL MENTION

The next big meeting will be the annual meeting of the National Association, in October.

Michigan grain dealers will not forget the meeting at Battle Creek on June 25 to organize a state association. Program on another page.

When a man has to spend time getting the dust out of his own eyes he is not likely to have leisure to hunt for flaws in his neighbor's behavior.

The Nebraska dealers have no annual parades with a brass band; but they succeed in their work; and that is better than the glory that butters no parsnips.

The annual meeting of the South Minnesota and South Dakota Grain Dealers' Association will be held at Minneapolis on July 15, 1903, beginning at 2 o'clock p. m.

It is said that one bucket-shop in New York made between six and nine million dollars by the recent decline in stocks. No wonder these pests are hard to eradicate and fight to the last gasp in the last ditch.

When a shipper receives a bid from a new corner of Indiana that looks as though it might need investigation, he ought to remind himself before shipping the stuff that the gold bricks have not all been sold yet, nor the green goods all confiscated.

The weighing system at Buffalo is tied up by the refusal of certain elevators there to accept the bureau's weights. So that matter will have to be thrashed over again, until some one is found who will guarantee no shortages—to the elevators.

Minneapolis, St. Louis and Milwaukee have each extended invitations to the Grain Dealers' National Association to meet there in October next. But the ides of October in Milwaukee would be in the "melancholy" season, when it's "a little too cool for beer."

The proposition has again been submitted to the Chicago Board to make No. 3 corn deliverable on contracts with a penalty of 5c. This seems to be a case of "keeping everlastingly at it." It may win out yet. At any rate, something should be done by the Board to recognize in some way the stuff farmers have to sell—or, at least, what the inspectors say they have to sell, which is different.

The Michigan Car Service Association, now that the pressure for cars has relaxed, has decided to give shippers 48 hours' time for loading car-load commodities and to credit the shipper with the time saved by him from this allowance, to be applicable on other cars on which there may be delay. This is an advance in railroad concessions; but what is really needed is not this trifling sop, but an understandnig,

or legal requirement, that cars shall be furnished as ordered or damages for delay paid for by the carrier.

The New York lines have notified the Produce Exchange that beginning Jan. 1 they will not pay for rail or harbor shortages, meaning, we understand, for grain that arrives out of condition; except that the condition of graded grain will be guaranteed as loaded as usual.

The burning of the Canton elevator at Baltimore on New Year's eve promised a crop of law suits over losses. Fortunately, arbitration was resorted to and all differences have been amicably adjusted between the insurance companies and the assured without friction and practically without expense.

The National Association's committee on rules has decided that the seller of grain has the right to apply on contracts f. o. b. his station grain from another station taking the same rate and entitled to the same billing privileges as the station from which the buyer expected the grain to be shipped on accepted bids.

Nebraska grain dealers have amended their by-laws to provide for a regular committee of arbitration—work hitherto a part of the duties of the governing board. This committee will formulate its rules presently. Illinois dealers, also, who have arbitrated for several years, will no doubt formulate new rules which will conform to those of the National Association. Truly, "arbitration is in the air."

The U. S. Supreme Court in the case of Commerce Commission vs. The L. & N. R. R. Co. and other lines constituting a continuous line from Atlanta to New Orleans has decided that a lower rate from New Orleans to Atlanta than to LaGrange (a shorter haul) is not a discrimination against the latter station, because Atlanta is a competing point. This is pretty rough on non-competing points.

The Millers' National Federation at Detroit adopted very ably drawn resolutions favoring reciprocity with Canada in order to obtain the free admission of Canadian wheat, and directed that the memorial be sent to the President. This is all very well; but no reciprocity treaties of any sort will have countenance in the senate until Senator Aldrich is appeased. Why not kowtow to that boss at once, who is a vastly more powerful man as to reciprocity than the President, unfortunately?

Although the farmers of Manitoba now have loading privileges under the grain act that practically tie up the elevator business during the shipping season until farmers shall have stopped shipping, the latter now demand that the law shall be amended (1) to give liberty to all farmers and shippers to load wheat on their own account through elevators as well as over loading platforms; (2) to specify more plainly the matter of equal distribution of cars to applicants at times of car shortage, and (3) to give the privilege to owners of flat warehouses to equip the same with elevating machinery. Isn't it about time the Canadian legislatures began to recognize the existence of grain dealers'

rights and did something to protect them from obliteration?

Elevators that possess good cleaning and drying machinery are always able to make contract grades of stuff for the speculators to pay carrying charges on. This very pretty business is just as legitimate in the country as it is in town, and it pays. And as the supply of damp corn, say, or tough wheat, is never likely to run shy for very long at a time, why not get ready now to handle that kind of stuff on the next crop?

President Hill has revived in the syndicate newspapers that old pipe dream of his about the Asiatic people who eat one cent's worth of grain per day, which he figures means a demand equal to \$1,500,000,000 worth of grain annually. The only trouble seems to be that the larger part of the 400,000,000 Chinamen Mr. Hill refers to don't take to wheat as American farmers and Mr. Hill, as a transportation man, would like.

In Indiana, as in Illinois, the liability of the carriers for loss arising from delays in supplying cars on orders of shippers is to be tested. This is really one of the most important questions of transportation to be adjudicated. If the roads should be held liable for damages, it is pretty certain the entire present system will be reformed in short order. On the other hand, legalized immunity from liability would probably intensify the evil.

A well known grain and provision broker at Cincinnati pleads "gambling" as a part of his defense in a suit brought against him to recover margins. A legitimate broker may be able to justify himself in taking this position; but it is difficult to follow his reasoning. Befouling one's own nest, or deliberately defaming one's own business and smirching his business reputation in the eyes of the world, has not hitherto been considered laudable.

It is no secret that Peoria is the best market in this country to-day for "hot corn." It takes stuff that no other market will look at for a minute, and pays good prices for it. It will even take stuff that the shipper feels, deep down in his boots, ought to go at once for fertilizer. So don't be precipitate in dumping it on the ground some place where the neighbors are not particular about smells; send a sample to Peoria. You needn't ask any questions about what becomes of it.

The intentions of the American Society of Equity are honorable, no doubt. Dollar wheat is one of the will-o'-the-wisps farmers have been chasing for some time, and will chase, doubtless. But dollar-wheat is not to be made by resolution. It may be an equitable price—for the farmer; but prices depend on human caprice and not upon enactment. What the American Society of Equity should do should be, not to try any hold-your-wheat schemes, but to so improve farming methods that the maximum limit of 16 to 18 bu. per acre for a given amount of labor shall be raised to 30 bushels at the same cost of production. That's what other producers have had to do and have been doing at all times to keep even against

the fall of prices in the last 30 years. The farmers ought not to expect to be an exception to the otherwise universal rule.

The question has arisen at Chicago. Who shall stand the loss on a raised check? A raised check is a forgery and the loss is usually charged to the victim until he can recover from the beneficiary of the swindle. The old country newspaper doctrine that when a forged check gets into innocent parties' hands the maker of the original paper has to stand the loss is a fallacy. He is liable only for the original face amount of the check. No man is bound to protect the swindle caused by a forgery of his paper of any sort.

The appointment of Mr. J. M. Robinson as grain inspector of the New Orleans Board of Trade after he had been let out by the Maritime Exchange's inspection officer is complimentary to Mr. Robinson; but it doesn't do away with the absurd anomaly of a double-headed inspection at the Crescent City. Our New Orleans friends will keep on until the legislature steps in and ends the situation by taking inspection out of the hands of the trade entirely, which might be even worse than the present scramble there for the inspection fees and easy export inspection.

In their reply to the Interstate Commerce Commission's appeal to the courts to enforce its decision on the hay classification the railroads interested set up that the Commission has no legal authority under the commerce act to pass upon classifications nor to formulate and publish a universal classification for the use of all the roads. It is true the railroads have asked congress to give the Commission this authority, but it has not done so. The "Railway Review" says: "It has never yet been made clear by what rule the Commission was empowered to determine the classification of a single article when it was without power to take the same action in reference to all articles. Either it has or has not the right under the law to make a classification; if not, it should have; and it is possible that the decision of the court before which the case is brought will be more effective than the resolution of the Commerce Commission in obtaining necessary legislation to this end."

The campaign for the enlarged Erie Canal is now on in New York state, whose voters must approve the \$100,000,000 expenditure therefor, otherwise the improvement cannot be made. The Sun newspaper appears to be leading the opposition to the measure with more or less specious argument. The most pointed of these, however, have received somewhat of a jolt, especially the one that canals are "played out," by the fact that, although Buffalo's receipts of grain have not been abnormally large this spring, rather the contrary, the elevators there have been generally filled to the limit of their capacity and traffic impeded by scarcity of cars and railroad motive power, while, of course, the canal boats, owing to the uncertainty of their continued usefulness, are going to ruin, with no new ones building. It would be "poetic justice," indeed, if the "old ditch" should after all become the savior of the situation in Buffalo,

and by pointed object lesson give the lie to its enemies.

The winter season for corn just closing has knocked the wind out of the argument against the kiln drying of corn. In fact, the shipping demand eventually became narrowed down to spring-shelled or kiln dried stuff as the only grades that could be relied upon. The winter shelled grain, handled in its natural condition, gives no end of trouble both at home and abroad. It is this latter corn that was at the bottom of the complaints of condition that have come from Hamburg, etc., the exported grain, even when it arrived in fair condition, proving unfit, on being unloaded, to go to the interior, and German importers undoubtedly suffered serious losses.

As anticipated last winter, the Chicago Open Board has pulled in its defiance and admitted that its so-called quotations were a failure. That the Open Board market was a bogus one all understood; and it is creditable to the Open Board that at the first real opportunity offered by an election of officers the legitimate element of its membership cast out the bucket-shoppers and resumed the habits of respectability, if not of "good society." There is, perhaps a field for the Open Board, as there may be for the New York Consolidated Exchange; but the Open Board and the bucket-shops can hardly be expected to exist at the same time without getting badly mixed up in the public mind.

"What ails the Canton 'Leader' that it so bitterly opposes the appropriation by the Illinois legislature to save the Illinois and Michigan canal?" asks a newspaper at Ottawa, Illinois. Well, we don't know, exactly; but have a suspicion. The Canton "Leader" is published by the "hated contemporary" of Canal Commissioner Snively's newspaper in the same town of Canton. Now, putting this and the other together, there is suggested a reason for the "Leader's" pyrotechnics similar to that explaining the assish behavior at Morris of a newspaper competitor of another commissioner residing there, who would destroy the canal in order to "get back at" the said commissioner.

Now that the date of the annual meeting of the Grain Dealers' National Association approaches, it may not be untimely to remind the grain trade that that indispensable organization of the trade needs a more liberal financial support, if it is to accomplish the work it is intended to do. It is no secret that certain happenings and circumstances over which the National's officers had no control somewhat retarded the flow tide of membership that began to come in immediately after the last annual meeting. This fact has cut off a portion of the anticipated revenues of the year and confined the work of the National Association within lines commensurate with its income. So at the next annual meeting it will probably be proposed to increase the membership dues from affiliated state associations to \$2 per member thereof, instead of \$1 as now. As few of the state associations carry a surplus sufficient to pay double dues to the National without an assessment or increase of state dues for that purpose, the question of doubling their dues will be one the delegates will

approach with some trepidation, no doubt. But the question must be fairly met. The usefulness of the National will be involved in the decision. It has thus far done a great deal of good work—worth much more than it has cost; and other reforms could be brought about if the National treasury had more funds to enable the secretary to be on the ground where now he can approach a specific problem in a distant terminal market only by mail instead of in *propria persona*. The work of the National has now gone too far to be dropped or curtailed. The problem the next convention will have to decide, then, is how to provide the funds for the work that must be done.

Both Kansas and Nebraska lawyers and courts will be called upon soon now to wrestle with the question whether a railroad is legally bound to lease an elevator site upon request of a would-be builder. In Kansas the Railroad Commission has held that the railroads are not required to grant a lease unwillingly, while in Nebraska some lawyers believe the Ramsey bill, requiring railroads to grant sites for all houses costing \$3,000 and upward, unconstitutional. But in neither state has the court of last resort had the question before it. It will probably happen, however, that the grain dealers will have to foot the bills incurred in bringing the question to a decision, for obvious reasons.

The question who will stand the losses on grain in cars by the Kansas City flood is now pressing upon Western shippers. As soon as the flood reached that city commission houses and receivers began turning down drafts; which was proper enough, except that in some cases it appeared to be accompanied by a disposition to dodge responsibility without further question. The directors of the Kansas City Board of Trade, however, soon announced the ruling that "on all sales of track grain and grain products title passed at the time the sale was made and the ticket passed," and the buyer would therefore have to stand the loss. That ruling, however, covers but a portion of the grain in 630 or more cars found to have been flooded. What of the remainder? This would seem to be a question confronting the railroads. The latter will no doubt fall back on the plea of an "act of Providence"; but when one can anticipate an "act of Providence" and is given time to dodge, is it a legal defense to say one did not take the precaution to dodge? Surely, with several days of grace allowed the railroads after the Topeka disaster had proclaimed the character of the flood that might be expected at Kansas City, lower down on the same Kaw river, the plea of "act of God" has the appearance of unloading man's own negligence upon Providence, who had no locomotives at his command to remove loaded grain cars to high ground, whereas the railroad did. Was it an "act of Providence" that destroyed 40,000 bushels of wheat loaded into nine cars to go out of Kansas City two weeks before the flood came? Next to this question will be the one of the legal ownership of the grain as it lay on the flooded tracks, which must first be determined before action against the railroads for damages can be taken.

TRADE NOTES

H. L. Thornburgh & Co., Chicago are sending out their latest price list of mill and elevator supplies.

The W. S. Cleveland Elevator Building Co. of Minneapolis is building a line of twenty elevators in the Canadian Northwest.

"Graphite," the newsy little paper published by the Dixon Crucible Co., is one of the few house organs that has distinctive merit. The June number is especially interesting.

J. N. Bacon, the Indianapolis representative of the Invincible Grain Cleaner Co., of Silver Creek, N. Y., has recently recovered from a serious illness of some six weeks' duration.

All the steel work of the new pier of the North German Lloyd Line, at Hoboken, N. J., is protected with Dixon's Silica-Graphite Paint, made by the Joseph Dixon Crucible Co.

The Grain Separator Company has been incorporated at Sparta, Wis., to manufacture a grain separator. The capital stock is \$10,000 and the incorporators are E. H. Shattuck, W. A. Shattuck, W. H. Sterling and S. N. Dorwin.

H. J. Caldwell and J. R. Barr, of the firm of Caldwell & Barr, Earl Park, Ind., were, on May 26, granted United States letters patent No. 728,859 on a grain treating apparatus, illustrated elsewhere in this issue. Their process patent, No. 724,258 was granted earlier in the year.

The Dodge Manufacturing Co., manufacturers of grain elevator machinery at Wishawaka, Ind., have removed their Chicago branch just across the street from their old location into a building just completed at 163-167 South Clinton street. The company occupies the entire basement and first floor and will carry a large stock of their goods for supplying the local and outlying trade.

Although the business of the Huntley Mfg. Co. of Silver creek, N. Y., for the year 1902 was the largest in the history of the company, the orders already booked and inquiries received show that the present year's business will surpass the record of last. So great has been the sale of the Monitor line that extensive additions to the company's equipment have been made necessary and further extensions are planned.

J. H. Dole & Co., of Chicago, are now building a 30,000-bushel elevator at Prairie City, Ill. The new house will be a model one and will be equipped with a 13-horsepower Charter Gasoline Engine. The firm has also recently installed a 13-horsepower Charter Gasoline Engine in its elevator at Meriden, Ill., a new 8-horsepower Charter Gasoline Engine in its house at Clarion, Ill., and is making extensive improvements at Avon and Galesburg, Ill., in both of which houses gasoline engines are being installed.

P. H. Pelkey, elevator contractor and builder of Winfield, Kan., is just completing four elevators for E. H. Linzee of Arapaho, Okla., and has closed contracts for the erection of a modern 10,000-bushel house at Red Rock, Okla., for J. B. Norton & Co., and an elevator at Cordell, Okla., for H. Pauls. Mr. Pelkey has commenced work on the foundation of a 10,000-bushel house equipped with modern machinery, at Morrison, Okla., for M. E. Donahoe. He has completed a 15,000-bushel corn elevator at Barnes, Kans., for S. P. Solt and is commencing work on Kramer Bros.' elevator at Belle Plaine, Kans.

The Grain Dealers National Mutual Fire Insurance Co. of Indianapolis, Ind., is sending out a perpetual calendar and desk pad combined that is certain to be appreciated by all systematic business men. The calendar consists of a leatheret covered base to which are fastened, by small bolts and nuts, the pads with dates and blank spaces for memoranda. It is the intention of the company during the sixth month from time the calendar is received and semi-annually thereafter, to send a

set of pads for the following six months. The small nuts should then be taken off the two metal posts and brass binder removed. The balance of the last pad may be taken off and the new pads put in place with the old pad on top. The pad will then be good for another six months.

The Barnard & Leas Mfg. Co. of Moline, Ill., has always had a reputation of sending out attractive advertising matter, but the illustrated catalogue and price list No. 36, just off the press, is by far the handsomest book of its kind ever issued by the company. It is 9½x6 inches in size and contains 368 pages. The cover design is printed in black and gold on a dark gray cover paper. The reading pages are printed on high-grade book paper and are profusely illustrated with half-tone cuts showing different portions of the company's plant, as well as the various machines and specialties manufactured. Everything needed to completely equip a mill or elevator is illustrated. The line of elevator machinery and equipment made or handled by the Barnard & Leas Mfg. Co. is especially large and for this reason any dealer who contemplates building or remodeling an elevator should have a copy of the company's new catalogue. The line of scourers, oat clippers, separators and corn shellers and cleaners is very complete. During the past year the company has greatly increased its floor space and has added new and improved machinery to its equipment, now being in a position to execute all orders and make all shipments without delay.

The Hall Distributor Co. of Omaha, Nebr., sold and shipped during the month of May the following: Three 7 inch 8, one 8 inch 10, one 7 inch 12-duct Distributors to the Weller Mfg. Co., Chicago; two 6 inch 12-duct Distributors to the Globe Mach. & Supply Co., Des Moines, Ia.; four 6 inch 8-duct Distributors to the Barnard & Leas Mfg. Co., Moline, Ill.; one 7 inch 8-duct Distributor to the Case Mfg. Co., Columbus, Ohio; Wm. Southall & Sons, Irwin, Ia., two 6 inch 12-duct Distributors; Inkster Bros., Dickey's Siding, Ill., two 7 inch 8-duct Distributors; Trans-Mississippi Grain Co., Onawa, Ia., two 6 inch 8 and one 7 inch 8 duct Distributors; Wells, Abbott & Nieman Co., Genoa, Nebr., one 6 inch 10-duct Distributor; Schuyler, Nebr., three 8 inch 10-duct Distributors; A. D. Spencer Grain Co., Barneston, Nebr., one 6 inch 10-duct Distributor; Farmers' Elevator and Supply Co., Ellinwood, Kan., one 6 inch 10 and one 7 inch 10 duct Distributors; A. M. Ludeman, Wolcott, Ind., one 7 inch 12 and one 7 inch 8 duct Distributors; Warren & Co., Ferris, Ill., one 3 inch 10-duct Distributor; Edinger & Co., Louisville, Ky., three 6 inch 8-duct Distributors; Goodrich Bros., Snow Hill, Ind., one 6 inch 8 duct Distributor; George W. Munger, Piller, Nebr., one 7 inch 10-duct Distributor; J. A. Gray, Onawa, Ia., two Hall Unchokable Boots.

A WESTERN MERGER.

The two well known Kansas grain companies known as the Hall & Robinson Grain Company of Kansas City and the Greenleaf-Baker Grain Company of Atchison, have united their interests and formed a new company styled the Hall-Baker Company of Kansas City, which begins business on July 1.

The Hall & Robinson Company was an old Kansas City firm which owned and controlled about forty elevators in the southern and southwestern part of Kansas along the lines of the Missouri Pacific Railway. John A. Robinson, junior member of the company, died November 23 last year, and the business has since been conducted by Mr. Hall. The Greenleaf-Baker Company of Atchison was controlled by F. M. Baker, and owned a large elevator in Atchison, as well as about thirty others in northern Kansas. The consolidation of the two firms gives the new firm about seventy-five elevators. It will handle export business exclusively; and will be one of the largest exporters in the Southwest. A new terminal house will be built for the company at Kansas City by the Missouri Pacific Railway Company.

CHARGED WITH EMBEZZLEMENT

The Southern Indiana Grain Company of Sellersburg, Ind., has come to grief, but not until Western grain shippers had been previously grieved. The Southern Indiana Grain Company was a liberal bidder; and as the Sellersburg Exchange Bank gave them a good "recommend," acceptances were free. Our good friend, Charles Rippe of Forest City, Ia., however, had trouble in collecting \$2,250 from the company for corn shipped to Nashville and delivered by the railroad company to the grain company who held the bill of lading. Yet that instrument should have been in the hands of the Sellersburg Exchange Bank attached to draft for the corn, which had not been paid.

Going to Jeffersonville, Ind., and thence eight miles north to the village of Sellersburg, Mr. Rippe discovered that the Southern Indiana Grain Company, the Sellersburg Exchange Bank and J. H. Waters and R. E. Pickerell, two prominent men of the town, were one and the same, for business purposes. He found that as bankers they endorsed themselves to him as a grain company, and as bankers they also turned over to themselves his bills of lading attached to his unpaid drafts on themselves as grain buyers and obtained possession of the grain—a very pretty combination, indeed.

Mr. Rippe, nevertheless, made a fuss about the way the combination worked and had the parties named arrested on June 6 for embezzlement of \$2,250. On June 9 they were re-arrested on the same charge on bench warrants issued from Jeffersonville. These gentlemen then said the trouble would be adjusted; but they can hardly regain the confidence of the trade as buyers, having, it is alleged, in Illinois been concerned in other deals of similar tenor.

ELEVATOR SITES IN KANSAS.

The Kansas State Board of Railroad Commissioners have, on the advice of Attorney General Coleman, ruled that the Commission has no power to compel railroad companies to permit the erection of grain elevators on their rights of way. This is an old question; and formerly the Commission attempted to exercise this power of compulsion, although its acts went no further than to issue an order directing the offending company to allow the elevator to be built, whenever a complaint was lodged that permission had been refused.

When, however, the Farmers' Grain and Coöperative Association of Iuka filed a complaint with the Commission against the Missouri Pacific Railroad, alleging that the railroad had refused to permit the Association to erect an elevator on the right-of-way, the board took the matter up with the Missouri Pacific. But the road flatly refused to permit the erection of the elevator. This brought the matter squarely up to the Commission and it called on the attorney general for an opinion relative to its power to issue a mandatory order requiring the granting of the elevator site. The attorney general held it did not have the power.

The Canadian Northern Road has finally emptied its elevators of 1902 wheat.

Nearly all the wheat left in the ruins of the Victoria Dock, Portland, Ore., has been recovered and sold for feed, some going to California for that purpose.

On May 30 the Oakley-Paulin Company of Imperial, Cal., sold two cars of new barley and one of new wheat to the Geo. W. Near Co. This is believed to be the first 1903 grain furnished for shipment in the U. S. Both grains were the cut of volunteer crops—wheat, 35 bushels per acre; barley, 45.

When the officials of certain railway lines, during the first quarter of the year, were forcing corn shipments South by sheer will power, they probably surmised that the result would furnish such ample verification of the modernized proverb, that "Where there's a will there's a law-suit."—Pope-Eckhardt Co.

VISIBLE SUPPLY OF GRAIN.

The following table shows the visible supply of grain Saturday, June 6, 1903, as compiled by George F. Stone, secretary of the Chicago Board of Trade:

In Store at	Wheat, bu.	Corn, bu.	Oat, bu.	Rye, bu.	Barley, bu.
Baltimore	186,000	299,000	252,000	65,000	1,090
Boston	550,000	16,000	10,000		
Buffalo	1,263,000	519,000	491,000	48,000	305,000
do. float					
Chicago	3,913,000	1,137,000	175,000	1,000	
do. afloat					
Detroit	208,000	11,000	20,000	8,000	2,000
do. afloat					
Duluth	2,008,000	1,000	59,000	76,000	28,000
do. float					
Fort William	1,918,000				
do. afloat					
Galveston	921,000				
do. afloat					
Indianapolis	147,000	51,000	23,000	1,000	
Kansas City	582,000	102,000	34,000		
Minneapolis	499,000	8,000	201,000	4,000	127,000
do. afloat					
Minneapolis	6,394,000	11,000	335,000	13,000	96,000
Mo. treat	315,000	18,000	179,000	30,000	21,000
New Orleans	831,000	223,000			
do. afloat					
New York	1,246,000	614,000	625,000	68,000	69,000
do. afloat					
Peoria	38,000	111,000	119,000	25,000	
Philadelphia	215,000	92,000	198,000	2,000	
Port Arthur	125,000				
do. afloat					
St. Louis	266,000	35,000	62,000	13,000	2,000
do. afloat					
Toledo	251,000	430,000	281,000	5,000	
do. afloat					
Toronto	19,000		4,000		
On Canal	336,000	100,000	371,000	59,000	20,000
On Lakes	412,000	1,121,000	129,000	238,000	
On Miss. River			4,000		
Grand Total	22,711,000	4,934,000	4,216,000	800,000	674,000
C. responding					
date 1902	26,091,000	4,261,000	2,483,000	699,000	106,000
Weekly Inc.		45,000			
Weekly Dec.	1,817,000		5,600	272,000	256,000

EXPORTS FROM ATLANTIC PORTS.

The export of breadstuffs, as compiled by George F. Stone, secretary of the Chicago Board of Trade, from the Atlantic ports during the two weeks ending June 6, 1903, as compared with same weeks last year, have been as follows:

Articles.	For week ending June 6, 1903.		For week ending May 31, 1902.	
	1903.	1902.	1903.	1902.
Wheat, bushels	3,176,000	2,666,000	2,876,000	2,670,000
Corn, bushels	892,000	50,000	1,151,000	16,000
Oats, bushels	130,000	372,000	58,000	279,000
Rye, bushels	191,000	153,000	285,000	102,000
Barley, bushels	51,000	17,000	29,000	35,000
Flour, bbls.	345,300	249,000	305,300	300,100

RANGE OF PRICES AT CHICAGO.

The daily range of prices for cash grain at Chicago for the month ending June 12, has been as follows:

MAY	NO. 2*		NO. 1 NO. 2		CORN.		ST. OATS.		NO. 2 RYE.		NO. N. W. FLAXSEED	
	R. W. WHT.		SP. WHT.		NO. 2							
	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.
13.	78 3/4	78 3/4	78 3/4	78 3/4	45 1/2	45 1/2	37 1/2	37 1/2	50 1/2	50 1/2	1.15	1.15
14.	76 3/4	78 3/4	76 3/4	78 3/4	44 1/2	45 1/2	36 3/4	37 1/2	52 1/2	52 1/2		
15.	78 3/4	78 3/4	78 3/4	78 3/4	45 1/2	45 1/2	36 3/4	36 3/4				
16.	78 3/4	79 1/2	78 3/4	79 1/2	45 1/2	46 1/2						
17.	79 1/2	79 1/2	79 1/2	79 1/2	45 1/2	46 1/2	37 1/2	38 1/2	50 1/2	50 1/2		
18.	78 3/4	80 1/2	78 3/4	80 1/2	45 1/2	45 1/2	38 1/2	38 1/2	50 1/2	50 1/2		
19.	79 1/2	80 1/2	79 1/2	80 1/2	45 1/2	45 1/2	38 1/2	38 1/2	50 1/2	50 1/2		
20.	78 3/4	80 1/2	78 3/4	80 1/2	45 1/2	45 1/2	38 1/2	38 1/2	50 1/2	50 1/2		
21.	76 3/4	78 3/4	76 3/4	78 3/4	45 1/2	45 1/2	38 1/2	38 1/2	50 1/2	50 1/2		
22.	76 3/4	78 3/4	76 3/4	78 3/4	45 1/2	45 1/2	38 1/2	38 1/2	50 1/2	50 1/2		
23.	76 3/4	78 3/4	76 3/4	78 3/4	45 1/2	45 1/2	37 1/2	37 1/2	50 1/2	50 1/2		
24.	75 3/4	77 1/2	75 3/4	77 1/2	45 1/2	45 1/2	36 3/4	36 3/4	49 1/2	49 1/2		
25.	74 3/4	76 3/4	74 3/4	76 3/4	45 1/2	45 1/2	37 1/2	37 1/2	49 1/2	49 1/2		
26.	76 3/4	77 1/2	76 3/4	77 1/2	45 1/2	45 1/2	37 1/2	37 1/2	50 1/2	50 1/2		
27.	76 3/4	77 1/2	76 3/4	77 1/2	45 1/2	45 1/2	37 1/2	37 1/2	49 1/2	49 1/2		
28.	76 3/4	77 1/2	76 3/4	77 1/2	45 1/2	45 1/2	37 1/2	37 1/2	49 1/2	49 1/2		
29.	71 1/2	77 1/2	71 1/2	77 1/2	45 1/2	45 1/2	35 1/2	35 1/2	48 1/2	48 1/2		
30.	71 1/2	77 1/2	71 1/2	77 1/2	45 1/2	45 1/2	35 1/2	35 1/2	48 1/2	48 1/2		
31.	71 1/2	77 1/2	71 1/2	77 1/2	45 1/2	45 1/2	35 1/2	35 1/2	48 1/2	48 1/2		
June—												
1.	74 1/2	75 1/2	74 1/2	75 1/2	47 1/2	47 1/2	36 3/4	37 1/2	49 1/2	49 1/2		
2.	74 1/2	75 1/2	74 1/2	75 1/2	47 1/2	47 1/2	36 3/4	37 1/2	49 1/2	49 1/2		
3.	74 1/2	75 1/2	74 1/2	75 1/2	47 1/2	47 1/2	36 3/4	37 1/2	49 1/2	49 1/2		
4.	75 1/2	76 1/2	75 1/2	76 1/2	48 1/2	48 1/2	37 1/2	37 1/2	50 1/2	50 1/2		
5.	75 1/2	76 1/2	75 1/2	76 1/2	48 1/2	48 1/2	37 1/2	37 1/2	50 1/2	50 1/2		
6.	75 1/2	76 1/2	75 1/2	76 1/2	48 1/2	48 1/2	37 1/2	37 1/2	50 1/2	50 1/2		
7.	75 1/2	76 1/2	75 1/2	76 1/2	48 1/2	48 1/2	37 1/2	37 1/2	50 1/2	50 1/2		
8.	75 1/2	76 1/2	75 1/2	76 1/2	48 1/2	48 1/2	37 1/2	37 1/2	50 1/2	50 1/2		
9.	75 1/2	76 1/2	75 1/2	76 1/2	48 1/2	48 1/2	37 1/2	37 1/2	50 1/2	50 1/2		
10.	75 1/2	76 1/2	75 1/2	76 1/2	48 1/2	48 1/2	37 1/2	37 1/2	50 1/2	50 1/2		
11.	75 1/2	76 1/2	75 1/2	76 1/2	48 1/2	48 1/2	37 1/2	37 1/2	50 1/2	50 1/2		
12.	75 1/2	76 1/2	75 1/2	76 1/2	48 1/2	48 1/2	37 1/2	37 1/2	50 1/2	50 1/2		

*Holiday.

During the week ending May 15, Prime Contract Timothy Seed sold at \$3.45@3.50 per cental; Prime Contract Clover Seed at \$12.50; Hungarian at \$1.25@1.70; German Millet at \$0.70@1.15; Buckwheat at \$1.20@1.35 per 100 lbs.

During the week ending May 22, Prime Timothy Seed sold at \$3.50@3.75 per cental; Prime Contract Clover Seed at \$11.50@11.75; Hungarian at \$1.25@1.70; German Millet at \$0.85@1.35; Buckwheat at \$1.20@1.35 per 100 lbs.

During the week ending May 29, Prime Contract Timothy Seed sold at \$3.45@3.50 per cental; Prime Contract Clover Seed at \$11.50@11.75; Hungarian at \$1.25@1.70; German millet at \$0.85@1.35; Buckwheat at \$1.20@1.35 per 100 lbs.

During the week ending June 5, Prime Contract Timothy Seed sold at \$3.40@3.85 per cental; Prime Contract Clover Seed at \$11.50@11.75; Hungarian at \$1.35@2.25; German Millet at \$0.90@2.00; Buckwheat at \$1.20@1.50 per 100 lbs.

RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain, etc., at leading receiving and shipping points in the United States for the month of May, 1903.

BALTIMORE—Reported by H. A. Wroth, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1903.	1902.	1903.	1902.
Wheat, bushels	231,976	1,191,036	121,031	797,382
Corn, bushels	791,566	392,176	1,068,145	45,857
Oats, bushels	171,363	329,518	660	366
Barley, bushels	2,500			
Rye, bushels	213,633	23,096	145,712	21,806
Timothy Seed, bushels	2,970			
Clover Seed, bushels				
Hay, tons	8,242	5,859	2,126	2,221
Flour, bbls.	279,193	365,828	230,097	310,739

BOSTON—Reported by Elwyn G. Preston, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1903.	1902.	1903.	1902.
Wheat, bushels	1,080,104	1,665,353	796,079	721,659
Corn, bushels	850,982	79,235	1,147,295	15,728
Oats, bushels	516,139	585,216	4,113	1,470
Barley, bushels	1,000			
Rye, bushels	2,476	2,185		
Flax Seed, bushels	1,139			
Milled, tons	1,112	440	149	37
Corn Meal, bbls.	355	1,175	2,367	150
Oat Meal, bbls.	4,677	6,305	1,373	1,876
Oat Meal, sacks	3,065		3,300	1,801
Hay, tons	12,350	19,130	120	835
Flour, bbls.	113,035	158,281	85,550	53,827

BUFFALO—Reported by F. Howard Mason, secretary of the Chamber of Commerce. Receipts by lake; shipment by rail.

Articles.	Receipts.		Shipments.	
	1903.	1902.	1903.	1902.
Wheat, bushels	6,973,413	6,981,053	892,277	1,598,654
Corn, bushels	5,018,133	2,806,634	32,300	129,977
Oats, bushels	4,277,428	2,388,924	774,776	617,727
Barley, bushels	378,000		109,960	30,635
Rye, bushels	687,000	545,301	260,880	131,908
Clover Seed, lbs.			124,570	56,000
Other Grass Seed, lbs.	22,674	5,100		
Flax Seed, bushels	1,247,426	920,000		
Hay, tons			55,000	519,080
Flour, bbls.	2,003,370	1,245,647		130,000

CHICAGO—Reported by Geo. F. Stone, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1903.	1902.	1903.	1902.
Wheat, bushels	1,385,618	999,150	3,335,633	3,689,076
Corn, bushels	5,818,782	2,719,746	7,089,791	4,614,615
Oats, bushels	5,348,100	5,980,081	4,772,254	6,095,491
Barley, bushels	1,103,415	780,450	80,209	85,633
Rye, bushels	204,425	48,700	666,329	331,665
Timothy Seed, lbs.	1,894,850	135,549	2,431,325	810,060
Clover Seed, lbs.	34,780	43,970	150,028	114,300
Other Grass Seed, lbs.	950,640	522,400	1,211,609	943,827
Flax Seed, bushels	95,456	108,578	31,043	16,647
Broom Corn, lbs.	1,274,500	2,077,440	336,043	1,108,800
Hay, tons	17,867	17,144	455	2,369
Flour, bbls.	513,275	477,251	413,722	381,667

CINCINNATI—Reported by C. B. Murray, superintendent of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1903.	1902.	1903.	1902.
Wheat, bushels	155,787	145,939	148,774	124,437
Corn, bushels	512,581	427,786	223,526	179,521
Oats, bushels	256,780	204,044	226,049	154,799
Barley, bushels	9,610	4,847	23	1,000
Rye, bushels	31,469	26,851	8,505	9,817
Timothy Seed, bags	1	291	4,435	2,360
Clover Seed, bags	214	1,141	572	2,959
Other Grass Seed, bags	5,886	4,471	4,096	7,458
Hay, tons	8,954	17,505	742	12,657
Flour, bbls.	98,874	104,765	61,228	63,687

CLEVELAND—Reported by F. A. Scott, secretary of the Chamber of Commerce.

Wheat, bushels.....	229,723	207,813	55,532	126,215
Corn, bushels.....	422,218	307,500	354,639	374,153
Oats, bushels.....	474,786	536,482	216,158	318,356
Barley, bushels.....	27,720	833
Hay, tons.....	5,564	6,258	785	390
Flour, bbls.....	6,967	7,537	2,036	2,939

ELEVATOR AND GRAIN NEWS

ILLINOIS.

T. L. Evans will build an elevator at Long Creek, Ill.

Improvements are being made on the elevator at Avon, Ill.

It is said that farmers will build an elevator at Croft, Ill.

The new elevator at Prairie City, Ill., has been completed.

A switch has been built to the new elevator at Chatham, Ill.

A. B. Smith has repaired his grain elevator at Rosmond, Ill.

The Neola Elevator Co. has sold its west elevator at Sterling, Ill.

Farmers near Arcola, Ill., are organizing an elevator company.

David Jones has completed work on his elevator at Kinderhook, Ill.

Ross Hockaway is building a new office near his elevator at Oreana, Ill.

F. L. Warner will build an addition to his grain elevator at Fisher, Ill.

The Farmers' Elevator Co. of Hartsburg, Ill., has commenced business.

P. H. Steiner has his elevator at Randolph, Ill., ready for receiving grain.

Lowry Hert has purchased the elevator of E. R. Ulrich & Son at Loami, Ill.

Woolner, 'Sidney & Co., grain dealers of Peoria, Ill., are reported out of business.

A spur track has been laid to the farmers' elevator now being built at Secor, Ill.

An Improved Hall Distributor has been shipped to the Weller Mfg. Co., Chicago, Ill.

M. S. Dewey is understood to have sold his elevator at Mazon, Ill., to J. B. Clark.

Warren & Co. will install an Improved Hall Distributor in their elevator at Ferris, Ill.

The new elevator at Pontiac, Ill., will be equipped with a Hall Grain Distributor.

The Richland Farmers' Elevator Co. has started work on its new house at Richland, Ill.

B. S. Tyler & Co. of Decatur, Ill., are building a 30,000-bushel elevator at Prairie Hall, Ill.

The new elevator at Pishgah, Ill., has been put in operation with George Wanne as manager.

Mr. Ulrich has built a new engine room and has put in a corn sheller at his elevator in Curran, Ill.

The Woolcott Milling Co. of Harrisburg, Ill., is building a 30,000-bushel steel grain storage tank.

Ellis & Wagner of Deer Creek, Ill., are contemplating building an oat warehouse at Washington, Ill.

The new elevator of the Farmers' Grain & Live Stock Association at Deer Creek, Ill., has been completed.

The elevator on the Vandalia Line at Morton, Ill., owned by the Mathis Estate, has been repaired and improved.

The Farmers' Elevator Co. at Mason City, Ill., received nearly 25,000 bushels of shelled corn in two days recently.

C. E. Davis has purchased the grain elevator at Arthur, Ill., and will remodel and enlarge it to 50,000 bushels' capacity.

The Farmers' Grain Co. has taken possession of the elevator business at Tabor, Ill., recently purchased of Thomas Rayan.

The new 20,000-bushel grain elevator built at Rising, Ill., for R. C. Beach by the Burrell Eng. & Con. Co. is about finished.

Work is now well along on the addition to the Farmers' Elevator at Mason City, Ill. The improvements will cost \$3,500.

Amsler Bros. have sold their elevator at Longview, Ill., to the Longview Grain and Coal Co., a corporation of local farmers.

Tucker, Dodds & Co. will tear down their old elevator at Morton, Ill., and rebuild it with a capacity of about 10,000 bushels.

The newly organized farmers' elevator company at Strawn, Ill., has elected Edward Lynch, president, and W. Oxley, secretary.

Jacob Steiner & Son will build a 35,000-bushel elevator at Mackinaw, Ill. A site has been secured on the Big Four right of way. Work will be com-

menced at once and the building hurried to completion in time to take care of the oats crop.

H. C. Spainhour has about completed his 40,000-bushel grain elevator at Danes, Ill. The Burrell Eng. & Con. Co. has the contract.

The Burrell Engineering & Construction Co. has the contract for a 60,000-bushel grain elevator at Downs, Ill., for the Zorn Grain Co.

Swift & Beatty, grain and hay dealers of Waverly, Ill., have dissolved, Mr. Swift selling his interest to his partner, Frank Beatty.

The new grain elevator which Bader & Co. are building at Astoria, Ill., will be 24x30 feet, with a separate building for the power plant.

Smith, Morrison & Co. have completed a 3,000-bushel grain elevator at Puritan, Ill. It was built by the Burrell Eng. & Con. Co., Chicago.

The Atlas Grain Co. has just completed a 75,000-bushel grain elevator at West Brooklyn, Ill. The Burrell Eng. & Con. Co. had the contract.

The Savoy Grain and Coal Co. of Savoy, Ill., has been incorporated with a capital stock of \$5,000 by D. A. Burwash, C. E. Ross and T. F. Jordan.

The Beach-Wickham Grain Co. of Chicago has been incorporated with a capital stock of \$5,000 by E. A. Beach, C. S. Beach and L. G. Wickham.

Frank Ely has bought the 250,000-bushel elevator of Merrill & Lyon at Grand Crossing, Chicago, and will operate it as a clipping and transfer house.

The Vienna & Belknap Elevator Co. has placed an order for four Improved Hall Distributors. Two to be installed at Vienna, Ill., and two at Belknap, Ill.

Toberman Bros., who recently purchased the elevator at Coffeen, Ill., have installed a new engine and boiler and made other improvements in the plant.

The Farmers' Elevator Association of Seneca, Ill., has perfected its organization and is said to be negotiating for the Jamieson Elevator at that place.

The Lincoln Grain Co. of Lincoln, Ill., will build elevators at Bell and Chestervale, Ill. Both of these stations are on the Peoria division of the Illinois Central.

Edward Sutter has sold his interest in the elevator at Fletcher, Ill., to A. H. Conger & Sons, who will conduct the grain business under the style of Conger Bros.

W. H. Council of Williamsville, Ill., is re-equipping his grain elevator at Vanwood with new Mar-seilles Sheller and Cleaner and new Fairbanks Gasoline Engine.

The Zorn Grain Co. will rebuild their grain elevator recently burned at Mayview, Ill., and have let the contract for a 60,000-bushel house to Burrell Eng. & Con. Co.

The Farmer City Grain Co. of Farmer City, Ill., has been licensed to incorporate with a capital stock of \$10,000. The incorporators are F. E. Houser, Geo. Reeser and others.

The Northwestern Elevator Co. will build a \$10,000 house at Sterling, Ill., to take the place of the one recently burned. The new elevator will have a capacity of 100,000 bushels.

A portion of the machinery for Shaw, Rupert & Co.'s new elevator at New Canton, Ill., has arrived. Charles Brewer of Quincy, Ill., is superintending the construction of the new house.

R. F. Cummings has doubled the capacity of his elevator at Clifton, Ill., and has put in hopper scales and a 12-horsepower gasoline engine. The latter will be used as emergency power.

The Broadlands Grain and Coal Co. of Broadlands, Ill., has been granted a site for an elevator on the C. & E. I., and expects to have a new house ready in time for this season's oats crop.

Work has been started on Shaw, Anderson & Co.'s new 20,000-bushel elevator at New Canton, Ill. The headquarters of the firm are at Rockport, Ill., and the new house will be in charge of W. I. Ware.

Meyers Bros. of Scioto Mills, Ill., have bought the grain business and elevators of Wright & Taylor at Orangeville and Buena Vista, Ill. Michael Meyers will look after his firm's interests at Orangeville.

The Arcola Grain, Coal and Telephone Co. has been incorporated at Arcola, Ill., with a capital of \$5,000 to deal in grain and coal and to operate a telephone system. The incorporators are J. H. Ewing, John I. Hall and Joseph Coombe.

Samuel M. Lockhart has bought the interest of Henry M. Norton in the grain firm of Pate & Norton at Wellington, Ill., and has assumed the duties of buyer for the firm. Mr. Lockhart was formerly in the grain business at Martinton, Ill., and later traveled for a Chicago commission house.

The new Chicago firm of Bartlett, Frazier & Carrington will represent an elevator capacity of about 12,000,000 bushels. These elevators include the Illinois Central house at Chicago, one at Joliet, South Chicago, Dubuque, Cairo and Kankakee, as well as

the country houses throughout Iowa and Nebraska running under the name of the Transmississippi Grain Co., of Omaha.

The Seaverns Elevator Co. of Chicago has conveyed to Clara I. Seaverns property at Michigan avenue and Thirty-ninth street, that city, for \$30,000, with incumbrance of \$15,000. The same company has also conveyed to Geo. A. Seaverns property on Mozart street, Chicago, for \$24,000.

The farmers' elevator association of Shirley, Ill., let the contract for the building of its elevator. The officers of the association are: President, William Haynes; vice-president, Guy Karr; secretary and treasurer, C. F. Quinn; directors, Robert Lane, C. F. Quinn, Albert Hoffman, Lawrence Stubblefield.

Carrington, Patten & Co. of Chicago have bought the elevator of Owen L. Brining at Leroy, Ill., for a reported consideration of \$6,700, and have employed E. R. Ratliff as agent. Mr. Brining, who has been in the grain business at Leroy for the past 13 years, has not announced his plans for the future.

WISCONSIN.

J. N. Bassett will build an addition to his elevator at Oconto, Wis.

Louie Keller has bought a site near the depot at Brookfield, Wis., and will erect an elevator and coal sheds.

The Angus Smith Elevator Co. of Milwaukee will build a marine leg on the river front at a cost of \$9,000.

A Mr. Kinney of Hudson, Wis., is said to have been seeking a location at Shell Lake, Wis., for a grain warehouse. He was not successful.

The W. Seyk Co.'s elevator at Keweenaw, Wis., has been leased to a Chicago cheese making firm and will be used as a receiving and shipping depot for cheese.

The Northern Grain Co. has a force of men at work at Howard Siding, Wis. A new elevator will be built and the old one will be repaired and improved.

Alphonse Pierre, who recently bought the McCormick Elevator at Green Bay, Wis., and moved it to Oconto, Wis., is overhauling the house and will install a gasoline engine.

The firm of S. Grasser & Co., dealers in grain, flour and feed at Sheboygan, Wis., have dissolved, Jos. Rank retiring on account of physical disability. Mr. Grasser will continue the business alone.

A. B. Marsh has completed a new warehouse at Neillsville, Wis., for storing hay. A hay press will be installed and will be operated from the new elevator to be built directly across the side track from the hay warehouse.

The W. W. Cargill Co., which has purchased the Grotelueschen & Savage Elevator at Gillett, Wis., will begin remodeling the house about July 1. The capacity of the elevator when completed will be about 15,000 bushels.

IOWA.

The Riedesel Elevator at Oto, Iowa, has been overhauled.

A. F. Frebel has sold out his grain business at Tiltonka, Iowa.

F. O. Halloron is reported to have sold his elevator at Cylinder, Iowa.

J. H. Charlton has bought an interest in the Rolfe Grain Co. of Rolfe, Iowa.

The Western Elevator Co. is constructing a new elevator at Ringsted, Iowa.

George Oelrich is preparing to rebuild the burned elevator at Orange City, Iowa.

The Lawler Grain and Live Stock Association will rebuild its elevator at New Hampton, Iowa.

W. H. Hicks & Co. of Warren, Ill., have bought the Iowa Central Elevator at Eldora, Iowa, from E. E. Noe.

It is announced that the Iowa Elevator Co. has arranged for the erection of a new house at Moorland, Iowa.

The Trans-Mississippi Grain Co. of Omaha, Nebr., will equip its new elevator at Onawa, Ia., with three Hall Grain Distributors.

The Garden Grove Elevator Co. of Garden Grove, Iowa, has torn down its old coal sheds and is building new ones on the site.

Truax & Betts, grain dealers of Mitchell, S. D., have secured a site at Boyden, Iowa, and will build an elevator. This will be the fifth house for that town.

The interest of the late Martin Slight in the grain and implement firm of Slight & De Vries at Aplington, Iowa, has been purchased by Wm. Klingenberg.

The head of a line company operating sixty elevators is said to have made a proposition to B. S. Johnson, general manager of the Union Terminal Co., to operate the terminal elevator which the latter concern proposes to build at Sioux City, Iowa,

in the event of a grain market being established in that city.

The Galva Union Elevator Co. of Galva, Iowa, has been incorporated. The capital stock is \$6,000. Michael Murry is president.

The Atlas Grain Co. is building a 40,000-bushel grain elevator at Earling, Iowa. The Burrell Engineering & Construction Co. has the contract.

The Northern Grain Co. is building an addition to its elevator at Belle Plaine, Iowa. The annex will be two stories high and will be used for feed storage.

George A. Tucker has sold his elevator and grain business at Geneva, Iowa, to Henry W. Iblings. The latter recently disposed of his house at Geneva to B. C. Bill.

Jenks' Elevator at Williamsburg, Iowa, is being remodeled. The engine will be placed on the first floor, new machinery will be installed and the entire house modernized.

The Clinton Grain Co. will rebuild its burned elevator at Clinton, Iowa. The new house will be similar to the former one and is expected to be ready for business late in the fall.

Hy. Wickham of Wickham & Son, Ainsworth, Iowa, will remove to Chicago July 1 and join the firm of Beech & Co., Board of Trade building. Mr. Wickham's brother is now a member of the latter firm.

G. S. Leininger has sold the Smithland Elevator at Smithland, Iowa, to the Westbrook-Gibbons Grain Co. of Omaha, Nebr. Mr. Leininger will remove to Loup City, Nebr., and engage in the lumber business.

The Burrell Engineering & Construction Co. has completed plans for the large transfer elevator for O. A. Talbott & Co. at Osceola, Iowa, and the contract for the erection of the house has been awarded.

The Snapp-Reid Co., grain dealers and millers of Carson, Iowa, have filed articles of incorporation. The capital stock is \$18,000 and the term of incorporation is 20 years. The officers are: President, D. A. Snapp; vice-president, J. F. Reid; secretary and manager, J. S. Campbell.

The contract for the erection of O. A. Talbott & Co.'s elevator at Keokuk, Iowa, has been awarded to L. O. Hickok of Minneapolis. The ground dimensions of house will be 40x90 feet and it will be 110 feet over all. The construction and equipment will be modern in every detail.

William Daugherty has traded his grain elevator at Hawthorne, Iowa, to E. J. Hutchinson & Co. of Council Bluffs, Iowa, who will operate it and also continue the coal and lumber business in connection. Mr. Daugherty received in exchange a large farm near Salisbury, Mo., and will remove to that place.

OHIO, INDIANA AND MICHIGAN.

A new grain elevator may be built at Clymers, Ind.

A new grain elevator is being built at Thomas-ton, Ind.

W. A. Nutt has succeeded Nutt Bros., grain dealers of Urbana, Ohio.

The Ewing Milling Co. is building a 25,000-bushel elevator at Ewing, Ind.

M. C. Hoover is reported to have sold out his grain business at Melvin, Ohio.

Taylor & Angel, grain dealers of Evansville, Ind., have been succeeded by J. A. Heard.

Shaffer & Ross are successors to Shaffer & Haynes, grain dealers of Cassville, Ind.

The new grain elevator of Woodbury & Files at Fowlerton, Ind., is now ready for business.

The New Washington Grain Co. has commenced work on its new elevator at New Washington, Ohio.

A. M. Ludeman's new elevator at Wolcott, Ind., will be equipped with two Hall Grain Distributors.

Patty & Coppock of Fletcher, Ohio, will shortly let the contract for the erection of an elevator at that place.

P. McManmon & Co., grain dealers of Saginaw, Mich., are reported succeeded by the Banner Mercantile Co.

It is announced that a receiver has been appointed for the Franklin Elevator & Grain Co. of Columbus, Ohio.

The Meeker heirs propose to erect a grain elevator at the crossing of the C. N. and D. & U. in Greenville, Ohio.

Articles of incorporation have been filed by the Gagetown Grain Co. of Cass City, Mich. The capital stock is \$10,000.

Rogers Bros., seed dealers, will build a new elevator at Alpena, Mich. It will be 40x130 feet, three stories and basement.

Bartlett, Kuhn & Co., of Louisville, Ky., and Terre Haute, Ind., are building an elevator at Vincennes, Ind., that will have a capacity of 50,000

to 75,000 bushels. The new house will have six dumps and will cost in the neighborhood of \$40,000. It will be located on the B. & O.

C. G. Bosley has bought the Seright & Myers Elevator at Milroy, Ind., and is operating it for Brown & Riley of Rushville, Ind.

The Hantley Grain Co. expects to have its new 100,000-bushel local and transfer elevator at Goodland, Ind., completed by August 1.

Geo. M. Evers is building a 20,000-bushel grain elevator at Richland, Mich. The Burrell Engineering & Construction Co. has the contract.

The Cass City Grain Co. has been incorporated with a capital stock of 15,000 and succeeds Frutchey & Sons, grain dealers of Cass City, Mich.

Ball & Ball have bought the A. G. Mauzey Elevator at Rushville, Ind., which they have been operating for some time and are making repairs.

F. Dedier & Son, grain dealers of Versailles, Ohio, are said to be doing a very satisfactory business. Their house is a good sized one and has modern equipment.

Randolph & Doolittle, the present proprietors of the Tekousha Roller Mills at Tekonsha, Mich., are planning the erection of a large grain elevator the coming season.

The Hunter Elevator at Mechanicsburg, Ohio, has been sold to L. H. Bruns of Dayton, Ohio. This house has been operated by members of the Hunter family for more than 40 years.

Matthew Kerr has built an elevator and hay warehouse at Cadmus, Mich. The elevator has a capacity of 16,000 bushels, while the warehouse will accommodate 10,000 tons of hay.

W. H. H. Quick of the grain firm of W. H. H. Quick & Co., Anderson, Ind., will retire from active management of the business which will hereafter be carried on by his partner, J. P. Schumacher.

Price & Bruce is the style of a new firm that is building a new grain elevator at Crawfordsville, Ind., on the site of the old Price Elevator near the Monon crossing. The new structure will cost about \$5,000.

The 175,000-bushel elevator of R. G. Jencks at First and Poplar streets, Terre Haute, Ind., has been leased by the American Hominy Co. Mr. Jencks will hereafter manage the company's affairs at Terre Haute.

NORTH DAKOTA.

Farmers are talking of building an elevator at Ayr, N. D.

The Monarch Elevator at Buchanan, N. D., has been repaired.

E. G. Burgess has begun work on his elevator at Bocket, N. D.

There is talk of building another elevator at Bowbells, N. D.

Wm. Cole has his new elevator at Omeme, N. D., well under way.

Work on the M. & N. Elevator at Ardoch, N. D., has been completed.

The new Powers Elevator at Josephine, N. D., is ready for business.

Burgess & Dillenbeck, grain dealers of Sharon, N. D., have dissolved.

The elevator at Pingree, N. D., is being placed on a stone foundation.

Joseph Fischer is reported to have completed his elevator at Wales, N. D.

The Washburn Elevator at Mannhaven, N. D., is ready to receive grain.

The annex to the Minneapolis and Northern Elevator at Minto, N. D., has been torn down.

The Woodward Elevator Co. is said to have been looking for a site for an elevator at Carpio, N. D.

The St. Anthony and Dakota Elevator Co. has placed a foundation of red sand-stone under its elevator at Lakota, N. D.

The Canton Elevator Co. of Canton, S. D., is reported to have asked for a site for an elevator on the Great Northern right of way at Grand Forks, N. D.

A meeting of those interested in the farmers' elevator company at Penn, N. D., was held June 13 for the purpose of completing arrangements, to buy or build an elevator.

The Dutee Grain Co. of McHenry, N. D., composed of Frederick H. Dutee and John B. Arbogast, has been dissolved by mutual consent. Mr. Dutee succeeds to the business.

The Cargill Elevator, a 35,000-bushel house at Spiritwood, N. D., has been purchased by the Farmers' Elevator Co. The price paid is said to have been \$5,000. It is understood that W. W. Whipple, who for a number of years was in charge for the

Cargill Co., will probably continue to manage the house.

The Page Farmers' Elevator Co. of Page, N. D., has been incorporated with a capital stock of \$10,000. The directors are B. C. Rose, W. J. Thompson, J. T. Flack, E. S. Davis, L. T. Buckley, D. Dahm, and E. C. Baumgardner.

The Occident Elevator Co. has been formed at Jamestown, N. D., to establish a line of elevators in that part of the state as a feeder for the Russell-Miller Milling Co. The elevator of the milling company in Jamestown and the elevators at Cleveland and Melville have been taken over and other houses will be built as opportunity offers. The company is capitalized at \$50,000 and the officers are E. P. Wells of Jamestown, president; H. S. Helm of Minneapolis, secretary and treasurer; and George S. Smith of Jamestown, general manager. Mr. Smith gives his personal attention to the elevator at Jamestown and has installed W. B. Grobc to care for the elevator at Cleveland. Mr. Leonard has been placed in charge of the elevator at Melville.

SOUTH DAKOTA.

The Hunting Co. is building an elevator at Loomis, S. D.

The burned Atlas Elevator at Doland, S. D., is being rebuilt.

T. T. Omdallen may build an elevator on his farm near Lake Preston, S. D.

The Atlas Elevator Co. is said to contemplate building a house at Hitchcock, S. D.

Gold & Co. have purchased Pete Luff's elevator at Big Stone, S. D., taking possession June 1.

Ward, Cadwell & Co. have closed their large elevator at Elkton, S. D., and will build a new structure to take its place.

Farmers have organized an elevator, coal and lumber company at Waubay, S. D. C. Fallmer, Joseph Gruba and Mat Reese are trustees.

The Oldham Farmers' Elevator Co. of Oldham, S. D., has been incorporated with a capital stock of \$10,000 and has let the contract for the erection of a 22,000-bushel elevator and a flat house.

SOUTHERN AND SOUTHWESTERN.

The C., R. I. & P. will build a grain elevator at Graham, Texas.

Reported that D. Emmons & Co. will build an elevator at Memphis, Tenn.

Haines & Baines of Kingfisher, Okla., will build an elevator at Sugden, I. T.

E. J. Miller's elevator at Perry, Okla., will be equipped with an Improved Hall Distributor.

The J. F. Stark Grain Co. of Plano, Texas, has increased its capital stock from \$25,000 to \$50,000.

T. H. Bunch will rebuild the grain elevator and warehouse recently burned at Little Rock, Ark.

An elevator is being built at Justin, Texas, by the Whaley Mill and Elevator Co. for Gainesville, Texas.

Edinger & Co.'s new elevator at Louisville, Ky., will be equipped with three Improved Hall Distributors.

A. Schneider's Sons are reported to have succeeded A. Schneider in the grain business at Louisville, Ky.

It is claimed that \$23,000 has been subscribed for the purpose of building a farmers' elevator at Blackwell, I. T.

It is reported that H. D. Towner will enlarge his elevator at Newkirk, Okla., and install mill machinery.

The Blackwell Milling and Elevator Co. of Blackwell, Okla., has increased its capital stock from \$50,000 to \$100,000.

C. C. Allbritten, a miller and grain dealer, of Clarksville, Ark., will build a 20,000-bushel elevator at Oolagah, I. T.

The Richardson Elevator Co. is building another elevator at Gainesville, Texas. The house will be ready for this year's crop.

It is stated that the Augusta and Summerville Railroad Co. will erect grain elevators and storage warehouses at Augusta, Ga.

The Texas City Terminal Railroad Co. will build a 500,000-bushel steel elevator, a pier and two warehouses at Texas City, Texas.

The new grain elevator at the L. C. McCormick Mill and Elevator Co.'s plant in Prairie Grove, Ark., is now in course of construction.

John R. Smith & Co., millers of Purcellville, Va., have sold their elevator at Bluemont, Va., to George E. Plaster, Jr., & Co. of the latter place.

The Diamond Roller Mills of Taylor, Texas, which have been incorporated with a capital stock of \$75,000, are empowered to construct and operate grain elevators, public warehouses, mills, etc. The

incorporators are James A. Thompson, Edward Bland and J. D. Seiders, all of Taylor.

The Chesapeake & Ohio Grain Elevator Co., a New Jersey corporation, has made application for a license to do business in the state of Virginia.

A. L. Babcock & Co. of Billings, Mont., have bought the old Spencer & Bordewick flour mill at Red Lodge, Mont., and will remodel the building into a first-class elevator.

The Chickasha Milling Co. has let the contracts for the twelve new elevators to be built at various towns along the C., R. I. & P. and has started work on the big cleaning house at Chickasha.

The Comanche Grain and Elevator Co. of Comanche, Texas, has been incorporated with a capital stock of \$16,000 and will build an elevator to be complete by the time the new crop is harvested.

An elevator with a capacity of 90,000 bushels will be built in connection with the new mill of the Bozeman Milling Co. at Bozeman, Mont. The Nordyke & Marmon Co. of Indianapolis has the contract for the new plant.

The Burton Mill Co. of Burton, W. Va., has been incorporated with a capital stock of \$20,000 to deal in grain, flour, feed, etc. The incorporators are C. E. Herman, J. S. White, J. L. Hunt, A. J. Lamley and Noah Henderson.

The Washburn-Crosby Co. of Minneapolis will build an \$18,000 tile and cement elevator at Louisville, Ky., in connection with the mill in that city recently leased by the company. The elevator will have a capacity of between 50,000 and 75,000 bushels.

The Rock Island is said to be considering plans looking to the establishment of extensive port improvements and grain elevators at Galveston and Sabine Pass, the two Texas gulf ports which are reached by its enlarged system. Several million dollars will be expended in these improvements. The necessary water frontage at Galveston has already been bought.

MISSOURI, KANSAS AND NEBRASKA.

A new grain elevator is being built at Holmesville, Nebr.

Railsback Bros. will build a new elevator at Ithaca, Nebr.

Farmers of Roseland, Nebr., are organizing to build an elevator.

A farmers' elevator company has been organized at Amherst, Nebr.

The Jaques Grain Co. has purchased the east elevator at Western, Nebr.

The foundation for the elevator at Prosser, Nebr., has been completed.

T. H. Rix has sold his elevator at Waterbury, Nebr., to the Thorp Grain Co.

A new brick foundation has been placed under Elevator C at Hampton, Nebr.

The Westbrook Grain Co. will build a 25,000-bushel house at Shelton, Nebr.

The new elevator of the J. P. Leiss Grain Co. at Jasper, Mo., has been completed.

The farmers' elevator company at Hartington, Nebr., has decided to erect a house.

The Hume Milling Co. has let the contract for a new elevator at Bowling Green, Mo.

Farmers and merchants of Stockton, Kans., are subscribing funds to build a grain elevator.

The Buck & Toole Milling Co. of Bloomfield, Mo., is adding 30 feet to the height of its elevator.

R. Alby & Son of Dwight, Nebr., are adding hardware to their grain, lumber and coal business.

The contract has been awarded for the erection of the new farmers' elevator at Cullison, Kans.

There is talk of organizing farmers' elevator companies at Waco, Isabel and Danbury, Nebr.

An Improved Hall Distributor will be installed in the Albion Elevator Co.'s elevator at Albion.

W. F. Dooling of Springfield, Mo., has arranged to build a good-sized elevator at Coffeyville, Kans.

J. A. Campbell of Lincoln, Nebr., is building a 10,000-bushel house for the farmers' company at Keene, Nebr.

Farmers' shipping associations are reported to have been organized at Hill City, Morland and Bogue, Kans.

A Mr. Fergusou of Oklahoma is building an 8,000-bushel grain elevator on the Santa Fe at Kingman, Kans.

The Fremont Milling Co. of Fremont, Nebr., expects to have its new 25,000-bushel elevator completed by July 1.

The farmers at Minden, Nebr., are building an 18,000-bushel house with 10-horsepower gasoline engine and Howe Scales.

The Santa Fe Railroad Co. has commenced work on an elevator to be built on the main line five miles south of Richmond, Mo. The house will have a capacity of between 25,000 and 50,000 bush-

els, and will be in charge of Harry T. Morton, a grain dealer of Richmond.

The Farmers' Coöperative Grain Association of Arapahoe, Nebr., has been incorporated with a capital stock of \$2,500.

The Farmers' Coöperative Shipping Association of Sterling, Kans., has been incorporated with a capital stock of \$10,000.

The Thomas P. Lahey Grain Co. of St. Louis has been incorporated by Thomas P. Lahey and others. The capital stock is \$10,000.

The old elevator on East Douglas avenue at Wichita, Kans., has been torn down to make way for a new five-story warehouse.

Improvements in the Anchor Elevator at Randolph, Nebr., have been completed. A Howe Gasoline Engine has been installed.

Articles of incorporation have been filed by the Farmers' Grain and Live Stock Co. of Cambridge, Nebr. The capital stock is \$5,000.

The recently organized Farmers' Coöperative Grain Association of Iuka, Kans., has been granted a charter. The capital stock is \$5,000.

E. G. West of Gottenberg, Nebr., will add 14 to 16 feet to the top of his elevator, giving him from 9,000 to 10,000 bushels more capacity.

The Hayes-Eames Elevator Co. of Hastings, Nebr., has purchased the elevator at Elk Creek from the Foster Grain Co. of New York.

The Hamacher-Nicholas Hardware & Grain Co. of Kansas City has been chartered with a capital stock of \$10,000 by L. D. Hamacher and others.

The Farmers' Elevator Co. at Kearney, Nebr., are building a 20,000-bushel house with 16-horsepower Howe Gasoline Engine and Howe Scales.

The Farmers' Co-operative Grain and Live Stock Co. at Upland, Nebr., are building a 10,000-bushel house with Otto Gasoline Engine and Howe Scales.

W. R. Baldwin is building a 20,000-bushel elevator on his farm near Norborne, Mo. The house will be on the main line of the Santa Fe Railroad.

C. G. Morrison of Great Bend, Kans., will install two Improved Hall Distributors in the Farmers Elevator & Supply Co.'s elevator at Ellinwood, Kans.

The Farmers' Co-operative Grain Co. of Dorchester, Nebr., has secured a site near the B. & M. right of way and has started work on its elevator.

The Simonds-Shield Elevator under construction at Kansas City, is going up under difficulties. The foundation was thirty-five feet under water a few days ago.

It is reported that the Missouri Pacific Railway Company will build an elevator in the East Bottoms at Kansas City, with a capacity of 1,500,000 bushels of grain.

Contract has been awarded for a 1,200,000-bushel elevator at Kansas City for the Kansas City, St. Joseph and Council Bluff Railroad Co. The cost will be \$200,000.

The Farmers' Coöperative Grain Co. are building a 20,000-bushel house at Howard, Nebr. It will have a Howe Gasoline Engine and Howe Hopper and Wagon Scales.

The Nye, Schneider, Fowler Co. will put in machinery at Superior, Nebr., for the purpose of grinding grain. The company is also building large coal sheds at that point.

The Kansas Grain Co. has purchased the McDermid Mill Co.'s mill and elevator at Hutchinson, Kans., and is said to contemplate extending its business along the Rock Island system.

Articles of incorporation have been filed by the People's Elevator Co. of Butler, Mo. The capital stock is \$5,000, all paid, and the incorporators are C. C. Lyle, George Church, D. L. Haggard and others.

The Sutton Farmers' Grain Co. of Sutton, Nebr., is reported to have leased the old elevator near the B. & M. depot at that place. The house will be repaired and placed in operation in time for the new wheat crop.

Wells, Abbott & Nieman Co. of Schuyler, Nebr., will equip their elevator at Genoa, Nebr., with an Improved Hall Distributor. They have also placed an order for three Distributors to install in their new house at Schuyler.

The directors of the Buffalo County Grain and Live Stock Co. have let the contract for a 20,000-bushel elevator to be built at Kearney, Nebr. The equipment will include cleaning and feed grinding machinery and the house is to be completed by August 1.

The plan of the Burlington railway to build a grain elevator of 1,200,000 bushels' capacity in Harlem, Kansas City, may be carried out as soon as the flood recedes. The Harroun Commission Company, which will operate the house, is in favor of going ahead with the work. W. H. Harroun of St. Joseph said recently that all was in readiness to begin work when the site was inundated. Plans for

the building may be altered so as to provide for future floods.

The Rising City Coöperative Association of Rising City, Nebr., has filed articles of incorporation with the secretary of state. The new concern is composed of a number of business men and farmers of Rising City, and will deal in grain, grass seed, merchandise, etc. The capital stock is \$5,000.

Preliminary arrangements have been completed for a new 75,000-bushel elevator at Wichita, Kans. The house will be built by the Stevens-Scott Grain Co. of Wichita and A. S. Barr, a former miller of Kiowa, Kans. A long lease has been secured on three acres of ground north of the Watson Mill and the Nevling Elevator. The different railroads have consented to put in joint switches and it is proposed to have the new house in operation by the first of August. It is possible that a mill may be built in connection with the elevator. The site of the new elevator is above the high water mark of the recent floods.

MINNESOTA.

Loyd Ferrel is building a new elevator at Smith Lake, Minn.

There is talk of another elevator being built at Marna, Minn.

George Murfin has repaired his elevator at Winnebago City, Minn.

The Imperial Elevator Co. will build an elevator at Humboldt, Minn.

Lee & Gingery have bought the Ritter Elevator at West Union, Minn.

The Hubbard & Palmer Co. Elevator at Amboy, Minn., has been repaired.

Farmers are forming a company to build an elevator at Clearwater, Minn.

A stone foundation has been put under the Imperial Elevator at Kragnes, Minn.

C. W. Gillam is reported to have sold his grain business at Bingham Lake, Minn.

The St. John Grain Co. is putting up an elevator at the new town of Storden, Minn.

Material for the new elevator of L. H. Standing at Foxhome, Minn., is on the ground.

It is reported that Dahl & Peterson will rebuild their burned elevator at Atwater, Minn.

The Eagle Roller Mills Co. has installed a gasoline engine in its elevator at Evan, Minn.

The annual meeting of the Henning Farmers' Elevator Co. of Henning, Minn., was held June 6.

It is announced that a contract has been awarded for a 30,000-bushel farmers' elevator at Arco, Minn.

The Farmers' Elevator Co. of Rushford, Minn., has been incorporated with a capital stock of \$20,000.

John Hagebak is now in charge of the Farmers' Mercantile and Elevator Co.'s house at Madison, Minn.

W. J. Bettengen & Co. have closed their office at Duluth, Minn., preparatory to opening one at Winnipeg.

The Rothsay Elevator Co. of Rothsay, Minn., has increased its capital stock from \$10,000 to \$50,000.

The Farmers' Elevator at St. Peter, Minn., has been reopened. Harry Davis, the former manager, is in charge.

Building operations have been started on the new cleaning elevator of the Hubbard & Palmer Co. at Kasota, Minn.

The John O'Brien Elevator, which has been located on a farm near Johnson, Minn., has been moved to that town.

The S. Y. Hyde Elevator Co. is building a flat house at Faribault, Minn., and will handle coal, wood, salt and flour.

Two new elevators will be built at Lawndale, Minn., this season. Work on one of the houses has already been started.

The Marshwell Co., which bought the Independent Elevator at Kragnes, Minn., will reopen the house about August 1.

The A. E. Brown Elevator at Johnson, Minn., formerly owned by S. L. Duffy, has been purchased by the Duluth Elevator Co.

Andrew Overstad has commenced work on his new elevator at Hancock, Minn. The old house is being moved to Mr. Andrew's farm.

The elevator at Moorhead, Minn., owned by the Dwight Flour Mill, is being cut in half and will be moved to a site adjoining the mill.

Walter Quinn of Fairmont, Minn., has bought the S. G. Hyde Elevator Co.'s flat house at Lakefield, Minn. Mr. Quinn will also build a new elevator at Lakefield.

Articles of incorporation have been filed by the International Grain and Elevator Co. of Minneapolis. The capital stock is \$200,000 and the incorporators are Alexander McKinnon, Angus E. McKinnon, William Hunter, Julius J. Heinrich and

John Lind. The latter was formerly governor of Minnesota.

The Exchange Grain Co. has made a number of improvements in its elevator at Glencoe, Minn., including the installation of dump scales.

The Peavey flat house at Brownston, Minn., which was recently damaged by storm, will be remodeled and made into an elevator. A new engine house will be erected.

The Minnesota Grain Co. of Minneapolis has increased its capital stock from \$50,000 to \$100,000. The officers are Neils O. Werner, president, and Carl A. Werner, secretary.

Ward Matteson took charge of the Torrance Elevator at Worthington, Minn., on June 1 and is conducting a wholesale feed and flour business in connection with the grain trade.

The New Prague Flouring Mill Co. of New Prague, Minn., has taken charge of two elevators at Jordan, Minn. August Moeller and Henry Langer will continue as manager of the houses.

J. P. Coffey, proprietor of the Luverne, Roller Mills at Luverne, Minn., has bought the Swedish Mercantile Elevator at Worthington, Minn. L. J. Kroeger has been placed in charge of the house.

The officers of the recently organized Kanaranzi Elevator Co. of Kanaranzi, Minn., are August Rathjen, president; Chas. Meyer, vice-president; Emil Weiss, secretary, and George Conrad, treasurer.

The Reliance Elevator Co. of Minneapolis has been incorporated with a capitalization of \$200,000. The incorporators are E. G. Terwilliger, E. H. Tryon, J. R. Marfield and Wm. Griffith, all of Minneapolis.

Lee Baldwin has sold his grain elevator at Edgerton, Minn., to McGlinn Bros. of Okabena, Minn. The latter firm controls a line of elevators and will operate the house at Edgerton as soon as the season opens.

The Iowa Grain and Elevator Co. has sold its business at Kenyon, Minn., to the E. A. Brown Elevator Co., which has a line of elevators in southern Minnesota, southeastern South Dakota and northern Iowa.

The Coats Farmers' Elevator Co. of Coats Station, Minn., has been incorporated with a capital stock of \$10,000. The incorporators: James Johnston, William Carroll, Bernard O'Hara, William D. Ryan, John Rowe, William E. Callahan, Henry Jagoe.

The annex to the Monarch Elevator at Little Falls, Minn., has been torn down and removed to East Grand Forks, Minn. The annex had a capacity of 20,000 bushels and the main building has a capacity of 25,000 bushels. The elevator has been operated heretofore by steam power, but the steam plant has now been replaced by a gasoline engine.

The Farmers' Elevator & Fuel Co. recently organized at Redwood Falls, Minn., has bought the Paton Elevator at that place for \$5,000 and has incorporated under the style of the Redwood Falls Elevator Co., with a capital stock of \$10,000. The incorporators are D. W. Banker, A. C. Miller, M. Johnson, J. P. Cooper, George Lichner, J. H. Jackson, W. H. Gold, A. D. Stewart and R. E. Fuller.

Three new steel elevators will probably be built at Rice's Point, Duluth. The houses will have a combined capacity of 3,500,000 bushels and will represent an expenditure of approximately \$750,000. The Eastern Elevator Co. will build a 1,000,000-bushel house, costing \$225,000; the Pioneer Steel will build a 1,000,000-bushel house, costing \$250,000, and McCarthy Bros. & Co. will build a house with a capacity of 1,500,000 bushels and costing \$275,000. The erection of the houses is contingent on the city council ordering a portion of the public right of way vacated.

WESTERN.

The Farmers' Grain Co., has been organized at Wilbur, Wash.

The Pacific Coast Elevator Co. will build a large grain warehouse at Hay, Wash.

The new mill, wheat warehouse and flour sheds at Lind, Wash., are nearing completion.

The Tacoma Grain Co. at Tacoma, Wash., has placed an order for a complete wheat washing, drying and conditioning plant of 500 bushels per hour capacity.

Advices from Nez Perce, Idaho, state the Kettenbach Grain Co., has completed arrangements for absorbing the grain and warehouse business of Kerr, Gifford & Co., in the Clearwater country.

Bids for supplying 3,000 tons of oats and hay for the Philippines were opened May 26 by Maj. Bingham of the United States quartermaster's department at Seattle, Wash. Eleven were submitted by Seattle and Tacoma firms. No one concern bid on the full amount, the call stipulating 2,500 tons of oats and 500 tons of hay. The quotations were from \$23.30 to \$28.80 per ton for oats and from \$24 to \$30 per ton for hay. The proposals in detail were as follows: A. H. Phelps, Seattle—Oats, \$24.93 per ton. W. W. Robinson, Seattle—Oats, \$23.70 to \$24.25; hay, \$26.30 to \$27.66 per ton. Al-

bers Mill Company, Seattle—Hay, \$26.90 per ton. Seattle Cereal Company, Seattle—Oats, \$24.25 per ton. Balfour, Guthrie & Co., Tacoma—Oats, \$23.45 per ton. Spokane Grain Company, Seattle—Oats, \$23.20 to \$23.70 per ton. John B. Stevens, Tacoma—Hay, \$24 to \$29 per ton. Galbraith, Bacon & Co., Seattle—Hay, \$30 per ton. E. E. Aigelenger, Tacoma—Oats, \$23.45 per ton. McDonald & McBean, Seattle—Oats, \$23.25 to \$23.75 per ton. Ecklerley & Co., Seattle—Oats, \$23.45 per ton.

The Wm. Birmingham Co., grain, hay, etc., Tacoma, Wash., has let the contract for a new building. The cost of the building complete will be about \$10,000. It will be a three-story brick structure, 75x100 feet. Its location will be on the premises occupied by the company at 1740 to 1744 Pacific avenue. The wooden building formerly occupied by the company has been torn out to permit of building operations. The company will continue its business temporarily in makeshift quarters. The work on the new building will be rushed forward with all haste.

EASTERN.

Allan A. Campbell is building an elevator and mill at Harris, R. I.

M. K. Hobbs will again engage in the grain trade at West Ossipee, N. H.

The Westchester Grain Co. of Port Chester, N. Y., has occupied larger quarters.

A \$75,000 grain elevator and warehouse will be built by the recently organized George Urban Milling Co. of Buffalo, N. Y.

A certificate of incorporation has been filed by the Chase Grain Co., Inc., of New Canaan, Conn. The capital stock is \$10,000.

George I. Abbott, who has been conducting a grain and grocery business at Ridgefield, Conn., has sold his grocery stock.

D. B. Hodgkin's Sons, grain dealers, will have a spur track from the B. & M. tracks to their warehouse at Manchester, Mass.

C. N. Merrill has admitted his son, Everett C. Merrill, to partnership in the grain business at Bristol, N. H. The firm name is C. N. Merrill & Son.

Brown & Fassett are building a new elevator and engine house near their mill at Tunkhannock, Pa. They are also drilling a six-inch well to supply their plant with water.

The Brazil Grain and Shipping Co. of Washington, D. C., capitalized at \$200,000, has filed articles of incorporation. The incorporators are H. F. Moser, J. R. Taylor, A. B. Fox and W. E. Fox.

Contracts have been let for the erection of a \$12,000 grain elevator for the Chester Milling Co. of Chester, Pa. This company is an amalgamation of several of the large grain firms of Chester.

Matthew Wilson & Co. of New York City have filed articles of incorporation with a capital stock of \$40,000, to deal in grain, hay, coal, etc. The directors are J. L. Taylor and Matthew Wilson of New York and Gardiner Pattison of Brooklyn.

The Doten Grain Co. of Portland, Me., has filed articles of incorporation, with a capital stock of \$100,000, to do a general grain business. The directors are Roswell F. Doten, Ansel R. Doten, Elmer A. Doten, Charles B. Doten and Charles H. Foster.

The new pier at Fifteenth street, Hoboken, N. J., will be occupied by the International Elevator Co. of New York as a docking place for its large fleet of grain vessels. It is said that a new process of drying grain will be installed and no grain will be handled at Hoboken except such as needs drying.

The first section of the frame of the new grain elevator which is being built for the Northern Central Railway at Baltimore, Md., was raised June 2. The concrete foundation has been completed, and the steam sawmill is turning out the woodwork as fast as it can be placed in position by the force of employees.

CANADIAN.

A new elevator is going up at Saskatoon, N. W. T.

Two new elevators will be erected at Welwyn, N. W. T.

The farmers' elevator at Hartney, Man., is now under construction.

It is reported that a new elevator will be built at Rocanville, N. W. T.

It is announced that Rutherglen, N. W. T., is to have a new grain elevator.

Work is progressing on the new 30,000-bushel house of the Farmers' Elevator Co. at Underhill, Man.

McHugh & Christensen, grain dealers of Moose Jaw, are building an elevator at Yellow Grass, N. W. T.

W. Steed, proprietor of the Brampton Flour Mills at Brampton, Ont., has admitted W. L. Joy to partnership under the style of the Brampton Milling Co.

The new company proposes to erect a new elevator and warehouse.

The Imperial Elevator Co. will build a house at Foxwarren, Man., this summer.

The Canadian Northern Railway Co. is building a \$12,000 elevator at Hartney, Man.

The Ogilvie Flour Mills Co., Ltd., Montreal, is building a 500,000-bushel annex to its elevator at St. Gabriel Locks.

A 25,000-bushel elevator is nearing completion at Carey's Siding, Man., on the Emerson branch of the C. P. R. R.

The Barnett & Record Co. of Minneapolis has started work on the annex to the King Cleaning Elevator at Port Arthur.

Wm. Herriott is reported to have sold the line of elevators in Manitoba which he built last fall in connection with a Mr. Stead.

The Central Milling Co. will build an elevator in connection with its mill at Peterboro, Ont. The house will have a capacity of 50,000 bushels.

The Fort William, Ont., grain firms of John King Co., Ltd., and W. W. Whalen Co., have consolidated under the title of the King, Whalen Co., Ltd. W. H. Whalen will be manager.

On May 30 the elevators along the Canadian Northern Railway were practically empty. The houses have a combined capacity of 3,500,000 bushels, but on the above date contained only 150,000 bushels.

The brick chimney which is being built in connection with the elevator at Point Edward, Ont., will be 136 feet high and 12 feet square at the base. The chimney will stand alone as the building of it close to the elevator would be disastrous. It is said that a chimney of this height will sway from three to four feet.

The elevator capacity of Hamiota, Man., is as follows: Basler & Bridgeman, two elevators of 20,000 bushels each; Greenshaw & Smith, 32,000 bushels; McConnell & Coombs, 22,000 bushels; Northern Elevator Co., 22,000 bushels; Ogilvie Mills Co., 35,000 bushels, and the Dominion Elevator Co., 40,000 bushels, a total elevator capacity of 191,000 bushels.

The Canadian Transportation and Storage Co. has filed application to incorporate with power to construct, own, and operate grain elevators and storage warehouses and freight and passenger steamships. Those interested are: Frederic Nichols, William Mackenzie, Henry M. Pellatt, and A. Angstrom of Toronto, Archibald Campbell of Toronto Junction, and Donald McGillivray and De Witt Carter of Port Colborne, Ont.

ORIGIN OF "BUCKET SHOP."

Trading was dull on 'change the other day and a little group of brokers were discussing the markets and gossiping. Finally the conversation drifted into a reminiscent vein and the group fell to telling stories of that famous crowd of speculators who made the old Chicago wheat pit a famous spot in the palmy days of thirty years ago. During the progress of the conversation some one made the use of the term "bucket shop," using it in the generally accepted sense of to-day. "That reminds me," said Thomas H. Doyle, "that I was present when the word 'bucket shop' was coined. It was—let me see—thirty years ago, when the old Chicago board of trade stood at Washington and LaSalle streets. William Pieronette, one of the old-time brokers of Chicago; Abel Adams of Minneapolis, and myself were entering Henry Lindsen's buffet at Exchange place and Gamblers' alley. I was, I regret to say, about to indulge in a mild libation.

"This interesting situation was interrupted by the sudden appearance of 'Bill' Lincoln, a well-known character on 'change, who rushed up to Pieronette and said: 'Let me have \$10 for a stake and I will go over on the open board of trade and buy a thousand bushels of wheat.' 'What,' roared Pieronette, 'buy wheat in that d—d bucket shop? Not with my money. Come in and I will buy you a drink, but it shall not be said that I, a member of the Board of Trade, encouraged a man to buy his wheat in a place where he could buy thousands of bushels and carry away his holdings in a bucket.' The other witnesses to this christening of the open board (which was not justified) and to the coining of the word which was afterward universally used were 'Iron Jaw' Brady, 'Fog Horn' Sheldon and Henry Lindsen, the proprietor of the buffet."—Milwaukee Sentinel.

The Michigan Starch Co. at Traverse City will increase its capacity from 2,000 to 3,000 bushels of corn a day. The improvements will enable it to handle 5,000 bushels if necessary. Two fire-proof buildings will be added to the plant, in addition to two steel storage tanks with a capacity of 100,000 bushels of corn. The company will start July 1 with an annual consumption of 1,000,000 bushels a year.

THE EXCHANGES

A share of stock in the Pittsburg Grain and Flour Exchange was sold at auction May 28 for \$125.

The Board of Managers of the New York Produce Exchange have approved the recent changes in the rules covering grain commissions.

E. F. Goddard, who was one of the officials of the New Orleans Produce Exchange, recently absorbed by the Board of Trade, has been elected a director of the latter body.

Chicago Board of Trade memberships have declined from \$3,750, at which they were held a few months ago, to \$2,650, the figures at which a recent transfer was made. Various reasons are assigned for the decline.

Inspector Frank D. Hinkley of the Milwaukee Chamber of Commerce says that with a normal crop production throughout the country Milwaukee should handle during this year nearly 100,000,000 bushels of grain, in and out.

The president of the New York Produce Exchange has been authorized to appoint a special committee on trade and transportation to readjust the agreement between the Exchange and the railroads regarding the handling of grain.

By a vote of 109 to 107 the members of the Minneapolis Chamber of Commerce turned down the proposition of the board of directors to declare every trader doing business with or for members of any independent exchange guilty of unmercantile conduct.

The Grain, Hay and Feed Committee of the Philadelphia Commercial Exchange has adopted a resolution approving the revised rules of the Philadelphia Car Service Association which allow the members of the Exchange two additional days in unloading cars.

Directors of the Chicago Board of Trade have decided that hereafter weighing charges, when they do not exceed 25 cents a car, shall be borne by the seller. Heretofore the cost of weighing was divided between the buyer and seller when the charge exceeded 15 cents.

H. B. Moore has been elected secretary of the Duluth Board of Trade to succeed S. A. Kemp, resigned. Mr. Moore was weighmaster at Duluth under the John Lind administration, was collector of the port of Duluth under the Cleveland administration, and was at one time mayor of Duluth.

Judge McLean, in the supreme court, has rendered a decision sustaining the right of the New York Produce Exchange to expel a member who has been accused by another member of being connected with or having had dealings with a syndicate which is asserted to have conducted an irregular business.

The directors of the Chicago Board of Trade have authorized President Chandler to invite the different grain exchanges throughout the country to send representatives to a conference to be held in Chicago at some future date. The object of the meeting is to promote harmonious work along lines of mutual interests.

Amendments to the rules of the Chicago Board of Trade have been adopted providing for the appointment of a "grain committee" of six members to supervise the grain samples on out inspection of grain. The committee has been appointed and is as follows: W. N. Eckhardt, William Dunn, B. A. Eckhart, C. B. Pierce and E. Gerstenberg.

The Montreal Corn Exchange Association has been informed that the government will take no action to amend the grain inspection law. The association's delegates to the fifth congress of Chambers of Commerce of the Empire are: Messrs. James Carruthers, president; George A. Thomson, vice-president; Edgar Judge, A. E. Labelle and F. W. Thompson.

At a meeting of the grain shippers of the Baltimore Chamber of Commerce June 5 it was decided not to make any change in the present grading of wheat. It had been proposed to establish two new grades for red winter wheat, but the meeting, called by the wheat committee, of which Edwin Hewes is chairman, developed a strong preponderance of sentiment against it.

The directors of the Chicago Board of Trade decided June 9 to allow the question of advancing storage rates on grain to go over for a week. The warehouse law requires warehousemen to publish their rates of storage at the beginning of each year, which are to hold for twelve months. Under these conditions the question arises, can rates be advanced at this season. In the past all changes that have been made have become effective January 1, although arranged for before that period. There is no general objection to advancing of rates by the trade under existing conditions, but the ques-

tion is, how can it be accomplished. Any change at present will necessitate an alteration in the board of trade rules, and the association would have to vote on it.

On July 1 the style of the Buffalo Merchants' Exchange will be changed to the Chamber of Commerce of Buffalo. It is thought that the name of the Buffalo Merchants' Exchange is not sufficiently comprehensive to properly characterize the various lines of industry or commerce represented by its membership and it is believed that the name of the Chamber of Commerce of Buffalo more fittingly describes the organization and the purposes for which it was constituted.

A frame containing the pictures of all the presidents of the Pittsburg Grain and Flour Exchange from its organization up until the present time was placed in position at the Exchange May 29, and attracted considerable attention. R. D. Elwood was the first president of the Exchange, and he was succeeded in regular order as follows: A. M. Marshall, D. G. Stewart, B. McCracken, S. S. Marvin, B. F. Veach, R. S. McCague, J. C. Houck, G. W. C. Johnston, E. B. Mahood, John Hood, J. W. Smith, S. R. Patterson, J. A. McCracken, G. S. McKallip and W. A. McCaffrey. The Exchange was organized in 1882 and has been in successful operation ever since.

PITTSBURG GRAIN AND FLOUR EXCHANGE.

The annual meeting of the Pittsburg Grain and Flour Exchange was held June 9 and the following Board of Managers was elected: John Floyd, J. W. Smith, A. H. Sunshine, W. A. McCaffrey, Robert Austen, Robert Thorne, Phillip Geidel, Jr., Sam'l Walton, Charles Herb, W. W. Beatty, D. G. Stewart, H. G. Morgan and S. R. Patterson.

President W. A. McCaffrey's report covering the year just closed was a comprehensive review of the year's work and showed that the Exchange was in excellent condition, with bright prospects before it. The new board meet for organization on June 11.

BARLEY AND MALT

The Milwaukee Malting Co. of Milwaukee, Wis., has increased its capital stock to \$35,000.

New barley, the first of the season, was marketed in San Francisco, Cal., June 1, at \$1.10 per cental.

Farmers in the vicinity of Flandreau, S. D., are said to have increased their barley acreage to a considerable extent over that of last year.

Otto G. C. L. J. Overbeck of Grisby, England, has been granted United States letters patent No. 728,604 on an apparatus for cleaning malt, grain, seeds, etc.

The Wisconsin Malt and Grain Co. of Appleton, Wis., is constructing elevators at Pickett, Reeds Corners and South Byron, Wis. The company is now operating twenty-two elevators.

Plans and specifications for the largest tank system elevator and grain house in Milwaukee, to cost \$140,000, supplementing its new \$225,000 malt house, have been prepared for the Schlitz Brewing Co., of Milwaukee, Wis. A building permit has been issued and the contract awarded to the Barnett & Record Co., of Chicago, with Louis Lehle as architect. The building will be 76x151 feet in dimensions, built on a concrete foundation and will have a capacity of 560,000 bushels.

IMPORTS AND EXPORTS OF BARLEY AND MALT.

BARLEY.			
Imports—	Bushels.	Value.	
April, 1902	4,186	\$ 2,527	
April, 1903	139	104	
Ten mo. end. April, 1902.....	57,190	33,039	
Ten mo. end. April, 1903.....	56,337	30,118	
Exports—			
April, 1902	769,660	372,672	
April, 1903	126,116	76,569	
Ten mo. end. April, 1902.....	8,554,161	3,906,986	
Ten mo. end. April, 1903.....	8,121,838	4,490,334	
BARLEY MALT.			
Imports—			
April, 1902	325	274	
April, 1903	881	1,079	
Ten mo. end. April, 1902.....	2,264	2,305	
Ten mo. end. April, 1903.....	2,268	2,865	
Exports—			
April, 1902	33,063	22,749	
April, 1903	29,000	21,511	
Ten mo. end. April, 1902.....	317,455	212,130	
Ten mo. end. April, 1903.....	289,720	211,510	

COMMISSION

The Minnesota Grain Co. of Minneapolis, Minn., has increased its capital stock from \$50,000 to \$100,000.

V. H. Arnold & Co. succeed the Hutchins Commission Co. in the grain commission business at Chicago, Ill.

Arthur M. Croneberg has recently opened a stock and grain brokerage office in rooms 245-246, the Spitzer, at Toledo, Ohio.

The Mulholland Commission Co. has been incorporated at St. Louis, Mo., with a capital stock of \$50,000 by John J. Mulholland and others.

John F. Howard has severed his connection with Merrill & Lyon and has opened a grain commission office at 714-715 Royal Insurance Building, Chicago.

B. Z. Taylor has resigned as manager of the Decatur (Ill.) office of the Weare Commission Co. of Chicago and will engage in business for himself. He is succeeded by L. H. Kizer.

The reorganization of the commission firm of Lester, Kneeland & Co., necessitated by the death of H. V. Lester, has been completed. The firm will be known as Kneeland, Clements & Curtis.

E. D. Winslow has posted his membership in the Chicago Board of Trade for transfer. He has for some time been on the New York Stock Exchange representing E. L. Lobdell & Co., of Chicago.

J. F. MacKenzie, who has been prominently identified with the Weare interests for many years, has resigned his connection with that house. He proposes a long rest before making any new connection.

Charles C. Germain, a grain broker at 612 Rialto Building, Chicago, ordered his trades closed on June 9. Mr. Germain has been a trader on the Chicago Board of Trade for 25 years. His liabilities are small.

The Thomas P. Lahey Grain Co. has been incorporated at St. Louis, Mo., with a capital stock of \$10,000. The shareholders are Arthur F. McIntire, 1 share; B. McIntire, 98 shares, and Thomas P. Lahey, 1 share.

The M. L. Crittenden Co. has been incorporated at Buffalo, N. Y., for the purpose of buying, selling and storing grain in Buffalo. The directors are George C. Sweet, L. C. Scott and George L. Lewis and the capital stock is \$5,000.

The commission and brokerage house of J. T. Sledge & Co. at Memphis, Tenn., has been succeeded by Morehead & Randolph. The new firm are correspondents of A. B. Baxter & Co. of Atlanta, Ga., and J. B. Eisaman & Co. of New York.

Abram Poole, a member of the Chicago Board of Trade for nearly 40 years, has transferred his membership to his son Ralph H. Poole, who will represent Rosenbaum Bros. in the barley trade. Mr. Poole retired from active business in 1898.

At the annual meeting of the Updike Commission Co. of Chicago, which was held recently, the following officers were elected: N. B. Updike, president; Charles Howe, vice president; S. P. Arnett, secretary and manager, and C. A. Howe, treasurer.

The Churchill Company was incorporated at Jersey City, N. J., June 8 with a capital stock of \$10,000. The incorporators are LeRoy S. Churchill, Arthur L. Mills, F. L. Geddes and Kenneth K. McLaren of Jersey City. The company will deal in grain and cereals of all kinds.

The D. H. Stuhr & Son Grain Co. of Chicago, Ill., has made some changes in the firm resulting in the retirement of D. H. Stuhr as general manager and E. W. Stuhr as secretary. The other officers remain as formerly—R. Fitzgerald, president, and C. C. Chase, vice-president and treasurer.

H. C. Wright & Co., brokers, at 234 La Salle street, Chicago, will retire from business. They notified their clients on May 18 that all speculative accounts must be closed. Mr. Wright still retains his seats in the New York and Chicago stock exchanges, the Chicago Board of Trade and the Coffee Exchange.

E. W. Syer & Co., an old established firm on the Chicago Board of Trade, posted a notice on May 20, requesting that the open trades of the firm be closed out. Business has not been good with the firm of late, although at one time they did an export trade and were well known throughout the country. The liabilities causing suspension of business did not exceed \$2,000.

The new house which is to result from the combination of the two Chicago commission firms, Bartlett, Frazier & Co. and Carrington, Patten & Co., is to have the style of Bartlett, Frazier & Carrington. It will include W. H. Bartlett, F. P. Frazier, C. B. Pierce, John Grier, James A. Patten, George W. Patten, Henry J. Patten and George M.

Patch. The firm is to do its own stock exchange clearing. H. E. Roycroft and H. H. Peters, who are stockholders in the firm of Bartlett, Frazier & Co., will retire when the new arrangement goes into effect, July 1. It is reported that Theodore H. Price of New York, senior member of the firm of Price, McCormick & Co., will have a place in the new organization. John Grier will represent the new house on the Stock Exchange and Mr. Carington will remove to New York to take charge of that end. The new firm will mean over \$5,000,000 of capital represented by the active partners.

HAY AND STRAW

H. R. Farris, hay and feed merchant at Little Rock, Ark., has sold out.

The Board of Trade at Jacksonville, Fla., has adopted the National Hay Association rules for grading.

The premises of Henry G. Strassheim, dealer in hay, grain, etc., at Chicago, Ill., were damaged by fire recently.

The St. Louis Hay and Grain Co. of East St. Louis, Ill., has increased its capital stock from \$10,000 to \$20,000.

The committee on hay and straw quotations of the Baltimore Chamber of Commerce for the month of June are J. R. Hudgins, Egil Steen and H. C. Jones.

Five delegates to represent the Michigan Hay Association at the National Hay Association meeting at Chicago, have been appointed by President J. A. Heath.

The William Hopps Grain and Hay Co., of Baltimore, Md., has been awarded a three months' contract for supplying the Baltimore Fire Department with feed.

The Woolsey-Stahl Hay Co. has been chartered at Kansas City, Mo., with a capital stock of \$10,000. The incorporators are J. T. Woolsey, Mary E. Stahl and J. A. Stahl.

R. H. Montgomery & Co., of Toledo, Ohio., will make extensive improvements on their hay storage houses during August. They will erect two additional elevators and expend about \$25,000.

At a recent meeting of the Board of Directors of the Baltimore Chamber of Commerce, Robert T. Clark, Jr., and J. W. Shaw, Jr., were elected as weighers in the local department of inspection and weighing.

Farmers in Warren and Sussex counties, New Jersey, are planting millet and corn fodder on account of the fear of a failure of the hay crop. Up to June 5, rain had not fallen in that section for forty-eight days.

A press report from Kansas states that there will be the greatest crop of alfalfa this year that that state has ever produced. The acreage in that state last year was 777,000 acres and this year about 900,000 acres are in alfalfa.

President Gorman, of the Baltimore Chamber of Commerce, appointed the following delegates to the tenth annual convention of the National Hay Association at Chicago; William Hopps, George A. Hax and Charles McDonald, Jr.

John Crowe & Co.'s hay barns at Montreal, Que., together with their contents, consisting of several tons of hay were burned on May 29. A lively stable adjoining and ten Canadian Pacific cars were also destroyed involving a total loss of \$60,000.

W. J. McMullen, who has been in the hay and grain business at Philadelphia, Pa., for the past thirty-five years, has retired and is succeeded by his nephews, David and Howard McMullen. He will retain his membership in the Philadelphia Commercial Exchange.

The Cincinnati Chamber of Commerce will send sixteen delegates to the National Hay Association meeting; the St. Louis Merchants' Exchange will be represented by twelve delegates; the Kansas City Board of Trade by four and the Peoria Board of Trade by two representatives.

The hay crop in the New England states and some portions of the central states is said to have been seriously affected by the drouth during April and a greater portion of May. Even with an abundance of moisture and sunshine from now on until harvest the hay crop in the sections mentioned will be short.

REVIEW OF THE CHICAGO HAY MARKET.

The prices ruling for hay in the Chicago market during the past four weeks, according to the Daily Trade Bulletin, were as follows: Quotations at the close of the week ending May 16 ranged as follows: Choice Timothy, \$14.50@15.00; No. 1 Timothy, \$13.50@14.00; No. 2 Timothy, \$12.00@13.00; No. 3 Timothy, \$10.00@11.00. Choice Prairie, \$12.50@

13.00; No. 1 Prairie, \$11.50@12.50; No. 2 Prairie, \$8.00@9.00; No. 3 Prairie, \$7.00@8.50; No. 2 Prairie, \$6.50@7.00. Inside prices on Prairie Hay for State and outside for Kansas, Nebraska and Iowa Hay. Sales ranged at \$10.00@16.50 for good to choice Timothy, \$12.50 for Choice Kansas Prairie, \$8.00@9.50 for State and \$8.50@13.00 for not graded Iowa and Kansas Prairie. Rye Straw sold at \$8.00@10.00, and Oat Straw at \$5.50@6.50. The receipts for the week were 5,537 tons, against 3,695 tons for the previous week. Shipments for the week were 174 tons, against 81 tons for the previous week. The market for Timothy hay was dull with Prairie hay firm.

Quotations at the close of the week ending May 23 ranged as follows: Choice Timothy, \$14.50@15.00; No. 1 Timothy, \$13.50@14.00; No. 2 Timothy, \$12.00@13.00; No. 3 Timothy, \$10.00@11.00. Choice Prairie, \$12.50@13.00; No. 1 Prairie, \$11.50@12.00; No. 2 Prairie, \$8.00@9.00; No. 3 Prairie, \$7.00@8.50; No. 4 Prairie, \$6.50@7.00. Inside prices on Prairie hay for State and outside for Kansas, Nebraska and Iowa hay. Sales ranged at \$6.00@15.00 for poor to Choice Timothy, \$8.00 for Clover hay, \$7.50@9.00 for State Prairie, and \$8.00@13.00 for poor to choice Kansas Prairie. Rye straw sold at \$7.00@9.50, and oat straw at \$5.25@5.50. The receipts for the week were 4,316 tons, against 5,537 tons for the previous week. Shipments for the week were 138 tons, against 174 tons for the previous week. The arrivals of Prairie hay were small and a good demand existed for all grades. The market for Timothy hay ruled quiet and steady.

Quotations at the close of the week ending May 29 ranged as follows: Choice Timothy, \$14.50@15.00; No. 1 Timothy, \$13.50@14.00; No. 2 Timothy, \$12.00@13.00; No. 3 Timothy, \$10.00@11.00. Choice Prairie, \$13.00@13.50; No. 1 Prairie, \$12.00@13.00; No. 2 Prairie, \$9.00@10.00; No. 3 Prairie, \$8.00@8.50; No. 4 Prairie, \$6.50@7.00. Inside prices on Prairie hay for State and outside for Kansas, Nebraska and Iowa hay. Sales ranged at \$10.50@15.00 for fair to choice Timothy, \$11.50@12.00 for Mixed hay, \$8.50 for State and \$11.50@13.25 for Kansas Prairie hay. Rye straw sold at \$7.00@9.50; wheat straw at \$5.50@7.50, and oat straw at \$5.50@7.50. The receipts for the week were 3,402 tons, against 4,316 tons for the previous week. Shipments for the week were 52 tons, against 138 tons for the previous week. The market for Timothy hay ruled steady during the early part of the week, the market closing firm. Prairie hay was scarce throughout the week and the demand was urgent.

Quotations at the close of the week ending June 6 ranged as follows: Choice Timothy, \$16.00@16.50; No. 1 Timothy, \$14.50@15.00; No. 2 Timothy, \$12.00@13.00; No. 3 Timothy, \$10.00@11.00. Choice Prairie, \$14.00@14.50; No. 1 Prairie, \$13.00@14.00; No. 2 Prairie, \$9.00@11.00; No. 3 Prairie, \$8.00@8.50; No. 4 Prairie, \$6.50@7.00. Inside prices on Prairie hay for State and outside for Kansas, Nebraska and Iowa hay. Sales ranged at \$10.50@17.50 for fair to choice Timothy, \$10.00 for Mixed hay, \$8.00@9.50 for State Prairie, \$12.00 for Arkansas and \$11.00@15.00 for Kansas Prairie hay. Rye straw sold at \$7.00@9.50; wheat straw at \$7.50 and oat straw at \$5.50. The receipts for the week were 3,445 tons, against 3,402 tons for the previous week. Shipments for the week were 44 tons, against 52 tons for the previous week. There was a good demand for all descriptions of hay during the week and prices advanced \$1.00@1.50 per ton.

HAY CONVENTION PROGRAM.

The following is the official program of the tenth annual convention of the National Hay Association, to be held at the Sherman House, Chicago, on June 16, 17 and 18, 1903:

TUESDAY, JUNE 16—MORNING SESSION, 10:00 A. M.
Convention called to order. President Chas. England Invocation.....Rev. Williard B. Thorp
Address of Welcome.....His Excellency, the Governor
Address of Welcome.....His Honor, the Mayor
Address of Welcome—Reuben G. Chandler, President Chicago Board of Trade.

Address of Welcome—Geo. S. Blakeslee, on behalf Chicago Feed Dealers' Association.
Address of Welcome—Wm. H. Moorhead, President Chicago Hay Receivers' Association.
Response on behalf of the National Hay Association.....J. B. Daish, Wash., D. C.

AFTERNOON SESSION, JUNE 16, 2:00 P. M.
Reading Minutes of last Annual Meeting.
Report of Board of Directors.
Report of Secretary-Treasurer.
Report of State Vice-Presidents.....

.....Geo. S. Bridge, Chairman
Alabama, J. H. McAndrews; Connecticut, W. M. Terry; District of Columbia, R. L. Galt; Florida, W. W. Wamboldt; Georgia, G. W. Brooke; Indian Territory, F. L. Kelley; Illinois, Geo. S. Bridge; Indiana, C. S. Bash; Iowa, Henry Weber; Kansas, B. L. Rouse; Kentucky, R. L. Callahan; Louisiana, H. W. Benedict; Maryland, Emory Kirwan; Massachusetts, F. S. Smith; Michigan, John L. Dexter; Minnesota, W. P. Devereux; Missouri, J. A. Bru-

baker; Nebraska, Edward A. Knapp; New Jersey, J. S. Carscallen; New York, George T. McComb; Ohio, E. A. Grubbs; Pennsylvania, Robert Thorne; Rhode Island, A. B. McCrillis; South Dakota, D. L. Anderson; Tennessee, Howell Turner; Texas, F. W. Meyer; Virginia, S. T. Beveridge; West Virginia, Jared C. Williams; Wisconsin, W. J. Armstrong.

Report Committee on Standard Bales.....
.....G. S. Blakeslee
Report Committee on Cipher Code...S. T. Beveridge

WEDNESDAY, JUNE 17, MORNING SESSION, 9:00 A. M.

Report Special Committee on National Hay Association Inspection.....Robert Thorne
Report Committee on Transportation.....
.....George C. Warren
Report Committee on Grades.....W. G. Bishop
Report Committee on Statistics...Geo. N. Reinhardt
Address—"Further Needed Amendment of the Interstate Commerce Law," by E. P. Bacon, Milwaukee, Wis., Chairman Executive Committee Interstate Commerce Law Convention.

Report Delegates to the National Board of TradeG. C. Warren
Report Committee on Legislation...Geo. S. Blakeslee
Report Committee on Arbitration and Investigation.....Jas. W. Sale
Address—"Hay and Who Should Handle It," B. F. Tyler, Kansas City, Mo., President Kansas City Hay Dealers' Association.
Report, Committee on Quotations.....
.....Watson W. Walton

THURSDAY, JUNE 18, MORNING SESSION, 9:00 A. M.

Report, Committee Terminal Facilities.G. S. Bridge
Report, Committee Interstate Commerce Law.

.....John B. Daish
Address—"The Benefit of Organizing State and District Hay Associations," by H. S. Grimes, Portsmouth, Ohio, President Ohio Grain Dealers' Association.

Election of Officers.

AFTERNOON SESSION, 2:00 P. M.

Address—"The Commercial Tendencies of the Times"—Frank Barry, Washington, D. C., Commissioner of the National Board of Trade.

Installation of Officers and Directors.

Reports of Special Committees.

Paper—"Evolution of the Hay Press," J. T. Clendenin, Baltimore, Md.

Unfinished Business.

New Business.

Adjournment.

N. B.—Discussion will follow the reading of each report and address.

Among the entertainment features provided by the Chicago committee will be a visit to San Souci Park, a steamer ride on Lake Michigan to South Chicago and Evanston, and a Tally-ho drive to Lincoln Park.

AMERICAN CORN AT HAVRE.

There has been much complaint expressed by the grain importers of Havre in regard to the condition in which American corn, shipped from Galveston and New Orleans, has been received at Havre, France," writes Consul A. M. Thackara to the state department. "In every cargo since the season opened there has been unusual damage from heating and fermentation. The following extract from a letter which I received recently from one of the largest local dealers in American grain will indicate the general tenor of letters which other receivers of American corn have written me:

"In the United States this year the grain does not appear to have been loaded in as dry a condition as usual, which would explain a slight heating of the corn. Some of the steamers, however, have discharged cargoes which were greatly heated, which, in our opinion, was owing to faulty transportation. Sometimes the corn is loaded in the bottom of the holds, and bales of cotton are stowed immediately on top, thus preventing any aeration. Besides, very often no measures are taken to separate the grain from close contact with the engine and boiler room bulkheads. There should be wooden partitions with sufficient air spaces between to insure ventilation and to prevent the heat of the boiler and engine rooms being communicated to the cargo. In some of the steamers the steam pipes for the steering gear pass through the shaft alleys. On such steamers the corn should not be stowed in the after holds. It has been found, when the same kind of grain has been loaded in the different parts of a steamer, that in the forward holds the grain was sound, or nearly so, while in the after holds it was very much damaged. We also know that in some instances the corn was loaded in wet weather, and cotton that had been country damaged by water, either in transit or on the quays at New Orleans, was stowed on top of the corn without any dunnage. This in itself would cause the corn to become greatly heated."

"On the other hand, the steamship agents claim that the fact that corn arrives in a damaged con-

dition is not due to any want of preparation for the reception of the grain cargo on the steamers, but to the corn being in a more or less wet condition at the time of shipment. In support of this statement one of the local agents has shown me a copy of a report of an analysis of a sample of damaged corn taken from one of the cargoes of his steamers and made by an expert connected with the testing department of the French agricultural bureau at Paris. In the opinion of the expert the corn was damaged by moisture before being loaded on the vessel.

"Whatever may be the reasons assigned for the grain becoming heated, the fact remains that cargoes of American corn which have been received this year have been unsatisfactory to the French purchasers.

"The average annual importations of foreign corn into France for the past three years were 14,000,000 bushels, of which the Argentine Republic furnished an annual average of 4,250,000 bushels; Roumania, 3,000,000 bushels, and the United States, 2,800,000 bushels. I am assured that if the American corn could be shipped so as to arrive in better condition, the quantity received from the United States would be considerably increased.

"In view of the fact that of the enormous crops of corn which are harvested annually in the United States less than 10 per cent is sent abroad, it would seem advisable for our American farmers, grain dealers, grain shippers, etc., to seek other foreign outlets for the sale of their corn and to improve those which already exist.

"Considering the charter ocean voyage necessary to land American corn in European ports as compared with that of its formidable Argentine competitor, there is no doubt that the foreign sales of American corn could be increased, if special attention were paid to the grain being in good shipping condition when loaded, and to seeing that all necessary precautions were taken by the ocean transportation companies to reduce the damage from heating to a minimum."

FLAXSEED

The elevators at Bowbelle, N. D., are selling cleaned flaxseed to farmers at \$1.14 per bushel and the supply is hardly equal to the demand.

A press dispatch from Fargo, N. D., states that killing frosts are reported at several points in the northwestern part of that state and that flax and other crops are badly damaged.

The Oil, Paint and Drug Reporter estimates the decrease in the acreage of flaxseed crop of 1903 as follows: Southwest, 50 per cent; Iowa, 30 per cent; Minnesota, 20 per cent; South Dakota, 25 per cent; North Dakota, 20 per cent, and a slight decrease in all other sections.

Flax seeding in the Northwest is said to have been earlier by a week or ten days than that of last year and a large percentage of the flax in North Dakota and Minnesota is already out of the ground and under normal weather conditions should be ready for harvesting early in August.

David W. Caseday, land and industrial agent of the Soo Road, who recently returned to Minneapolis from a trip over the system's west end, states that several thousand acres will be sowed to flax on the new breaking now being done in North Dakota and that some of the counties in that state where it was estimated that not so much flax as last year would be produced, will go far ahead of last year in flax acreage.

Owen Sheehan, superintendent of the flax mill at Spencer, Iowa, has received a consignment of a carload of flaxseed from France. A tract of land has been leased for the purpose of experimenting with the imported seed and it is said that the company of which Mr. Sheehan is superintendent will establish a linen factory if the experiment proves successful. Mr. Sheehan has previously experimented with foreign grain seed and has secured more satisfactory yields than from American grown seed, as the amount produced per acre is greater and the fiber of the flax grown from the French, German and Russian seed is said to be far superior than that grown from native seed.

According to the Duluth Commercial Record there will be no flax export business this year. The tabulated statement of the complete European importations for the past five years shows an average of 4,358,000 quarters and that the importations for 1902 were almost precisely the average for the past five years. Argentine, India and Russia furnish the principal supply of Europe, and Argentine is known to still have 300,000 quarters to ship; while India, owing to the late season, is 110,000 quarters behind the shipments of last year, although it has an estimated crop of 400,000 quarters. The output of Russia last year was with one exception the

poorest in many years, but the output of this country is expected to exceed that of last year as several Danubian provinces, not heretofore reckoned with, have gone into flax. Europe is assured of average importations without America and may get 400,000 to 500,000 quarters more, equaling the record of 1899, and that year the United States furnished 341,000 quarters.

The Duluth Commercial Record says that on the basis of the Manitoba flax crop of last year, there will be a heavy increase in the flax area there this year or miscalculation must have been made in estimating last year's crop. The crop was variously estimated at 450,000 to 600,000 bushels and Eastern Canadian crushers, who usually buy at Duluth, took seed very moderately last fall, expecting to seed from their own Northwest Provinces, but they were disappointed. So far this spring Canadian crushers have taken 230,000 bushels from Duluth, and estimating Duluth rail shipments to them at 100,000 bushels, they have taken 650,000 bushels on the crop. From Manitoba they have had 107,000 bushels, giving a total of 750,000 bushels, practically their requirements. The mill at Winnipeg will use about 100,000 bushels yearly, which with the amount shipped out, leaves 225,000 to 250,000 bushels to be accounted for at the lowest crop estimate. This would seed 400,000 to 500,000 acres, compared with 42,000 acres last year. It is not conceivable that there can be any such increase as this, but a very large increase is certain.

IN THE COURTS

Geo. T. Sullivan has been sued in attachment at Chicago for \$10,400.25 by Wm. L. Hensley, who alleges that sum to be due him on open account.

The suit of the Loftus-Hubbard Elevator Company against John G. Nelson at Stillwater, Minn., was compromised after part of the jury had been selected to try it in the district court.

Judge Chytraus at Chicago on May 30 issued an order requiring the McNeill Grain Company of Sioux City, Iowa, to produce its books of account for the inspection of the Weare Commission Company.

W. H. Posey, as trustee, has begun suit at Frankfort, Ky., to set aside deeds made of certain property to the wife of L. B. Weisenberg by him prior to his failure as grain merchant. The value of the property involved is about \$30,000.

The Minneapolis Chamber of Commerce has begun suit to prevent the Independent Grain and Stock Exchange and the Coe Commission Company from using its quotations and to stop the leaks by which the concerns named obtain quotations through its members. The case will be heard on June 20.

The dispute at Baltimore between the insurance companies and the owners of grain in the Canton Elevator burned on December 31 last, was adjusted by arbitration on the basis of 80c for wheat. The losses were about 250,000 bushels. The arbitrators were Chas. England, John S. Baldwin and Douglas H. Thomas.

The Nevada National Bank of San Francisco has sued the Pacific Coast Warehouse Company, the corporation name of Eppinger & Co.'s warehouse business, to recover grain in the Port Costa warehouses represented by hypothecated receipts. There are disquieting rumors in circulation regarding the quantity of grain actually on hand.

In the case of Henry Stegald, indicted for the murder of Frank Bowen at Ben Claire, S. D., on February 27 last, Stegald has been found to have been insane at the time of his act. Bowen, a shipper, was found to have been a man of quarrelsome disposition, and that Stegald, station agent, was crazed by fear of him during a quarrel at the station about a shipment.

McLean, Swift & Co. of Grand Rapids sued the Botsford Elevator Company of Port Huron at Detroit to recover the value of fifteen carloads of oats which were burned in the company's elevator at Port Huron two years ago while held for transshipment. Negligence is alleged in not unloading the grain with due dispatch. The jury gave the plaintiff a verdict of \$5,000.

The Franklin Elevator and Grain Company of Columbus, O., went into the hands of a receiver on May 22, on petition of Wm. H. Tuthill, who is surety on its note of \$2,500. Joseph P. Gundy was appointed receiver; bond, \$10,000. Edgar A. Stoier had shortly before begun suit for \$731.86 damages for alleged breach of contract for grain sold to Anderson, S. C. On May 25 a warrant was issued for the arrest of Wm. McKnight, late manager of the company, who is claimed to be behind in his accounts and who, it is claimed, had forged bills of lading on which he obtained advances of \$400 before

leaving the city. Later (June 2) Borger Bros. as creditors began suit against the stockholders to have the statutory liability assessed against them to pay debts. Moses H. Neil, Wm. H. Tuthill, Wm. O. Holmes, Albert F. Herr and Wm. McKnight are named as codefendants.

In the action of Geo. S. McReynolds of Chicago against John Woesten of Cincinnati, in which McReynolds claims \$3,306.41 for margins, Woesten's answer "pleads gambling," and that the deals were void under Ohio law. Woesten also files a counter claim of \$8,230.66, of which \$6,087.08 is margins sent to McReynolds by his customers for what they failed to sue under the gambling acts.

On May 7 last, James Butler, general manager of the Farmers' Coöperative Grain and Live Stock Association of Topeka, Kans., filed a complaint with the prosecuting attorney at Wichita against W. W. Culver, formerly chief grain inspector of Kansas, and later local manager of the association named, charging him with embezzlement of the sum of \$586.69, when acting as agent of the said Coöperative Company.

C. C. Chase brought action at Davenport on May 20 for an order against D. H. Stuhr to require him to give possession of the elevator of the D. H. Stuhr & Son Grain Company, of which Mr. Stuhr was recently manager. Mr. Chase alleges that Mr. Stuhr had been discharged as manager by vote of the board of directors, but that he has refused to give up possession of the property of the company, in which it is alleged, he has no personal interest.

In the matter of the assignment of the St. Paul and Kansas City Grain Company, the court at Minneapolis on May 25 directed the assignees to pay over to the secured creditors \$23,803.47, the full amount of their secured claims. The creditors are furthermore entitled to participate in the distribution of the assets of said assigned estate pro rata with the unsecured creditors to the extent of the unpaid balance only, of their respective claims.

Richard D. Oliver, a broker at Chicago, was brought before the U. S. Commissioner on June 6 charged with fraudulent use of the mails. W. M. Eads of Cannelton, Ind., said he responded to Oliver's advertisements and sent \$500 for speculation in wheat deals. The market price of wheat went up several cents and Eads ordered the broker to sell 17,000 bushels. He said he received word that his instruction arrived in Chicago too late and that his money had previously been lost by a decline in the price. W. L. King of Keokuk, Iowa, told a similar story about his loss of \$100. The hearing was continued.

J. L. Van Wormer, who until a few months ago was representative at La Crosse, Wis., of Finley, Barrell & Co., the Chicago Board of Trade firm, was arraigned in the Circuit Court on May 25 on the charge of embezzling about \$10,000 of their money. It was alleged that Van Wormer was conducting a "bucketshop" business in addition to doing a legitimate commission business; that he got the two confused, owing to heavy losses in his private commission business, and that he finally began calling upon the firm to pay losses of which there was no record on their books. After a sensational trial, the jury on May 29 returned a verdict finding Van Wormer not guilty of embezzling \$11,000 from his employers. The argument upon which the verdict was found was that the money was lost through bucket-shop deals of Van Wormer, and that the defendant did not embezzle but owes the money to his customers. The court, before whom the case was tried, instructed the jury to find for Van Wormer.

OUR CALLERS

[We have received calls from the following gentlemen prominently connected with the grain and elevator interests, during the month.]

W. H. Karns, St. Louis, Mo.
O. W. Russell, Pittsburg, Pa.
L. C. Shellabarger, Decatur, Ill.
Harry W. Kress, Middletown, O.
Fred. Faulkner, Cedar Rapids, Iowa.
L. D. White, Secretary The Beall Improvements Co., Decatur, Ill.
M. A. Carleton, U. S. Department of Agriculture, Washington, D. C.
A. S. Garman, Akron, O., representing Huntley Mfg. Co., Silver Creek, N. Y.
E. F. Wallace, Detroit, Mich., representing The Wolf Co., Chambersburg, Pa.
Arthur H. Smith, Jackson, Mich., representing Huntley Mfg. Co., Silver Creek, N. Y.

The Iowa Experiment Station has begun experiments with the breeding of oats, under the direction of Prof. P. G. Holden.

TRANSPORTATION

The Linton-Eureka extension of the Chicago, Milwaukee & St. Paul railroad was opened for traffic recently. The new line is fifty miles in length, extending from Eureka, S. D., to Linton, N. D., and passes through a part of the wheat belt of South Dakota.

Several bad grain shortages have recently shown up from Fort William. Owners of the steamer Thomas Cranage have a mystery on their hands in the form of a 1,600-bushel wheat shortage that developed a short time ago in a cargo taken from Fort William to Buffalo.

The Texas State Railroad Commission has announced that it will take up the proposition to adopt new rates together with rules to govern stopping and milling in transit to apply on grain and grain products, or to adopt such amendments to existing rates and rules as may appear just and proper.

The Brazil Grain & Shipping Co. has been incorporated at Brazil, N. D., with a capital of \$200,000. The object of the company is to build a railroad from Brazil southwest connecting with the Soo Line and eventually connecting with Bismarck. It is expected to have the line in operation in time to move the crops.

In a letter to the Canadian Minister of Marine, the general manager of the Montreal Transportation Co., states that his company up to May 30, had carried 1,900,000 bushels of grain from Kingston to Montreal, an excess over last year of 1,400,000 during the same period. He attributes the increase to the abolition of the canal tolls.

Work on construction of the tramway from Summit, Idaho, to Lenore, Idaho, will be commenced this month. The tramway will be 13,000 feet in length and will be double line, the buckets traveling in a stationary cable. The organization of the tramway company has resulted in the increasing of the grain acreage in that locality.

The Pennsylvania Railroad has notified the grain trade of Baltimore that rates now existing from all points east of Lake Erie on grain in bulk for export to that point will be extended from June 15, the time appointed for expiration, until July 30. The rates are as follows: Wheat, 4.6c; corn and rye, 4.35c; barley, 4.1c; and oats, 3.6c.

The Wisconsin law for vessel taxation has been repealed. The law was passed two years ago to secure the enrollment of ships at Superior, as Minnesota already had such a law which permitted the enrollment of ships on a tonnage basis that gave them a low rate of taxation. The law did not have the desired effect and as a consequence was repealed.

Grain rates from Chicago to lower lake ports were reduced May 28 on account of the small demand for vessels. The new rate is 1½ cents on corn and 1½ cents on wheat. Three boats cleared on that date and they about cleaned up the grain ready to go forward. With the break in rates five boats were placed, four of them being for corn and one for wheat and corn.

Eastern grain men are of the opinion that the notice given by certain railroads that they will not be responsible after June 1 for rail or harbor shortages on grain, will have little effect on the trade at present. Only a part of the trunk lines have entered into the agreement not to be responsible for rail or harbor shortages. The committee of the New York Produce Exchange on Trade and Transportation will take up the matter with the railroads.

The North Pacific road is about to begin very extensive improvements at its Duluth (Minn.) terminals. The docks are all to be filled solid, the 2,200 car yard at Rice's Point is to be trebled in size, a mile and a half of frontage on the west side of the point to be covered by warehouses and docks, and all the space between the city and the Consolidated company's elevators is to be docked for the reception of heavy freight. The cost of the work will be \$1,000,000 and when completed Duluth will have one of the largest and best arranged terminal system, land and water, in the United States.

The acquisition of the Detroit and Mackinac R. R. by the Pere Marquette system, puts the latter in possession of roads which traverse the Michigan peninsula from the Indiana state line to the straits of Mackinac, with main line close to the waters, and parallel with the shores of Lakes Michigan and Huron. A short line down from Cheboygan to Bayview is all that is necessary to give to the Pere Marquette one of the most direct routes from the straits to Chicago. The new extension of the Pere Marquette from New Buffalo to Chicago is nearly complete, and it is understood that arrangements

have been completed by this road for the use of the Grand Central station and freight terminals of the Chicago Terminal Transfer railroad company in that city.

The grain vessel rate to the lower lakes from Duluth has broken from the 2-cent mark. Nominally the rate is 1¾ cents, but charters of small lots have been made at 1½ cents and it is said that cargo lots would be taken, at offers of 1½ cents. There is no very great amount of grain to be shipped out of Duluth, and some shippers look for the rate to go as low as 1 cent, in view of the fact that there is no grain pressing for shipment.

The trouble regarding relative rates on export flour and grain from the Missouri river to the Gulf ports and to the Atlantic seaboard has been amicably adjusted. The traffic officials of the interested roads while in session at Chicago, on May 28 and 29, decided to allow the lines to Newport News and Norfolk to make the same rates all-rail as are made by lake and rail to Baltimore. This means a 22-cent rate. The Gulf rates to New Orleans and Galveston, less one-quarter of a cent and the difference of insurance. The Gulf roads are satisfied with this arrangement and no further trouble is anticipated.

The Farmers' Independent Tramway Co. recently incorporated at Kooskia, Idaho, to put an overhead grain tramway from the Green Creek section of Idaho county to Kooskia, has awarded the contract for the tramway to the Riblet Tramway Co. of Spokane, Wash., for \$15,000. The tramway will be one and a half miles in length and will serve a grain growing section for about fifteen miles in each direction. It is expected that the completion of this tramway will result in increasing the amount of grain raised for export in that section. The contract calls for the completion of the work in time to handle this year's crop.

Wheat charters at San Francisco, Cal., will be lower this year than the usual rates. The estimated shortage in the wheat crop of California, and the fact that an immense tonnage is now on its way, or already at that port, has broken the market for freights. Eighty-three ships with an estimated tonnage of 402,000 tons are either on their way or have arrived from Australia, and is the largest fleet from that direction on record. A short time since charters were closed at San Francisco for carrying wheat in July and August at 21 shillings 3 pence. Charters to carry wheat in August, September and October were closed at 22 shillings 6 pence. Now they are reported at 18 shillings 9 pence.

Notwithstanding complaints of vessel owners about dull business in the grain trade, figures show that there has been considerable more grain shipped from Chicago by lake this year than last. Up to May 17, 18,658,568 bushels of all kinds of grain had been forwarded since the season opened. The increase over the same period in last year is 7,015,923 bushels. The shipments for the week ending May 16 aggregated 3,316,000 bushels, which was larger than any single week's shipment during the entire season last year and the smallest showing for a single week since the opening of navigation this season has been 2,452,000 bushels. The trouble with the situation has been that the freer movement of coal this year brought many more boats to Chicago and it has been difficult to supply grain enough for their return cargoes.

Engagements of wheat are reported from Fort William to Bay ports at 1½ cents to 1¾ cents, and thence by rail to Montreal at 4½ cents, making the through rates to Montreal 6 cents to 6¼ cents. From Fort William to Kingston charters of wheat have been made at 4 cents to 4½ cents, and from that port to Montreal the rate is 1½ cents. Freight room has been taken from Chicago to Kingston of over 350,000 bushels of wheat and corn at 3½ cents for wheat and 3¼ cents for corn, the river rate from Kingston to Montreal being 1½ cents, or 5 cents to 5½ cents through to Montreal. The rates from Chicago to Buffalo are 1½ cents on wheat and 1¾ cents on corn. From Buffalo to New York, the Erie Canal rates are 4½ cents on wheat, 3¾ cents on corn and 2¾ cents on oats. About 50,000 bushels of oats were taken for Buffalo at 1½ cents from Chicago.

The Texas State Railroad Commission and the Interstate Commerce Commission are investigating the alleged discrimination of the Chicago, Rock Island & Texas and the Santa Fe systems in North Texas in favor of certain grain dealers. The Rock Island is charged with discriminating in favor of the J. Rosenbaum Grain Co. of Fort Worth. The commissioners assert that by certain contracts and payments of money back to the Rosenbaum Co. the latter has received unlawful benefits while the Rock Island system has had all the grain traffic. The complaint which caused the investigation was made by grain dealers and farmers. The Rock Island has been warned to cancel all contracts with grain companies made in violation of anti-trust and other laws and all proportional rates on grain

from Kansas or other points. The commissioners allege that the Santa Fe stands in the same relation to the Gainesville elevator as it is charged the Rock Island does to the J. Rosenbaum Grain Co. The Rock Island system protest against the action and statements of the Texas Commission as untrue and claims that its contracts were at tariff rates filed with the Interstate Commerce Commission and were no lower than rates made by competing lines in Texas. It also claimed that if compelled to cancel the contracts, its rates would be about 5 cents higher per hundred pounds than those of other lines. The J. Rosenbaum Grain Co. on May 9 secured an injunction in the federal court at Fort Worth restraining the Texas State Railroad Commission from enforcing its order requiring the cancellation by June 15 all special grain transportation contracts with said company and other grain commission firms. The J. Rosenbaum Grain Co. asked the injunction because the Rock Island, under its special charter in Texas, is prevented from contesting decisions by the State Railway Commission. The J. Rosenbaum Grain Co. alleged that enforcement of the order would drive it out of business in Texas, and that the Commission could not interfere with interstate traffic.

UNCLE BOB ON TRACK SELLING.

Dear George: You want my opinion on track selling versus consigning. I'll give it to you; but I want to say to you that you'll never fully appreciate the possibilities of either sea-sickness or rheumatism until you have had a touch of one or both. Then you'll know. What a man knows, not what he has been told, is what counts.

I have been in the grain trade here and in the country for a good many years and the more I see of track selling the less I think of it. It isn't satisfactory either to the buyer or seller. It's like throwing the base balls at the nigger babies at county fairs. It looks easy but it isn't.

When I was a youngster, a "merry-go-round," gaudy with red and gold paint, mirrors and spangles came to our town. The juvenile (and some of the adult) portion of the population became very much excited for the time being. The machine was an elaborate affair as such things go; it had a wheezy organ which ground out tunes while the machine was in motion and when it was going full blast and the wooden horses gravely pranced in mechanical solemnity around the circle, the organ fairly screeched and life became a delirium of joy to the boy so fortunate as to be possessed of a nickel, the price of a ride. Anyone who speared three of the numerous wooden rings hung above the horses, got a ride free. I was chronically short on nickels so it was up to me to spear the rings if I wanted to ride more than once. After considerable practice, three of us boys imagined we were proficient enough to spear the rings regularly and thus ride indefinitely. Well, we invested forty cents apiece, (which represented a hypothecation of our spending money for a month to come), before we learned that if we speared the rings we fell off the horse and if we stuck to the horse, we missed the rings—in other words, we couldn't beat the game.

I am not going to get radical now, at my age, so I won't say that it is always wrong to sell on track. But, here is the situation. You accept what looks to be a juicy bid. Then your troubles commence. Discounts on "off grades," and other complications gather speedily and before you are through with the deal you wonder, more than once, where you are at. You'll probably ship twice or three times the amount of grain you originally sold, in the effort to get enough of your grain "applied" to fill your sale. The profits in dollars and cents, when they reach your bank account, don't come within gunshot of what they figured out the morning you accepted the postal card bid. Selling on track is some times like signing a judgment note. It's all right if it is all right, but if it isn't, it's h——l. Some fellows in the country sell on track because it looks easy or because it seems to be a certainty.

There isn't any doubt but that hedging, scientifically carried on, requires a broader knowledge of the grain business and of market conditions, than does selling on track. I won't say that a man who sells on track necessarily loses money; but I do say that a man who consigns and who uses the futures and "hedged" intelligently, will, in the vast majority of cases, make more money than does the track seller; and his worries will be infinitely less. "Corners" make hedging dangerous and costly sometimes; but "corners" do not steal upon you like a bicycle on an asphalt street and most hedgers who have suffered from "corners" can trace a big percentage of their troubles to a certain business bull-headedness that always costs money. You have to adapt your policy to existing conditions in every business. We hear much about the various "corners" in this market, but we don't hear so much about the numerous individual little one-horse "corners" that the country track seller runs into. He settles his default, squirms

a good deal, but doesn't talk much, for the subject is painful. . . .

The friendship between the track buyer and the track seller won't stand the financial test; but the firm who buys your grain is trading with you, not for you. When you consign grain you have absolute control over it all the time. It is in the hands of your commission man, your agent, and his interests are your interests, instead of being opposite interests.

There are a good many hard headed old grain men scattered through Illinois who haven't done anything but consign for the last twenty years. They all have money in the bank and numerous farms, and they are still consigning. I don't know whether that fact will appeal to you or not, but I have learned that it is the old fox who is wary and the young one who is brash.

You will say that I am not very consistent in "roasting" track selling and at the same time "bidding" you. I have heard you coax and coax your mother to allow you to go in swimming in the river with the rest of the gang of boys. After much persuasion she finally gave her reluctant consent because she knew you would probably go in anyway. All she could do was to hope and pray that you wouldn't get drowned. We are in much the same position. We don't bid you because we want to; or because we think it the best for you, but because you seem to want us to and we are going to humor our customers although our opinions may sometimes differ. We have bought lots of corn recently and in every case the country seller would have made money by consigning. Then too, the buyers here who are buying this country corn are selling July against it. You in the country seem to be afraid to do that and that's why you are receiving numerous bids just now.

So take my advice, consign your grain right along, every day in the year. Be consistent in this and you will sleep better, and your wife will immediately notice your improved disposition. See if she don't!

Yours,

UNCLE BOB.

CROP REPORTS

All crops in New York state are suffering from lack of rain.

Rains in all sections of Canada have improved crop conditions.

With a favorable season Idaho expects to harvest about one-third more wheat than in 1902.

Harvesting has begun in Tennessee, but is being delayed by rain. In some sections the crop is a poor one.

Wheat harvest is expected to begin in the southern tier of Kansas counties by June 15, and continue north until June 25.

Samples of new wheat were received from Oklahoma on June 5. In some sections yields are reported at 15 to 28 bushels to the acre.

Texas corn prospects are said to be excellent. Wheat harvesting is well along and the yield is estimated at 18,000,000 to 20,000,000 bushels.

The Michigan state crop report for June makes the wheat condition 87, compared with 89 in May and 88 last year. The area abandoned is estimated at 3 per cent, with 4 per cent abandoned by fly.

Excessive rains in Nebraska have washed out a good deal of corn. Grain men estimate that fully 25 per cent will have to be replanted. It is not believed that small grains have suffered greatly.

Wheat harvesting is now in progress in Oklahoma. The acreage is over 2,000,000 acres and the yield is estimated at 40,000,000 bushels. The oats crop is in excellent condition, but corn is not doing well.

Grain prospects in California are generally favorable. The hay crop is reported light except in a few places. The first shipment of barley from the San Joaquin Valley was received at Stockton on May 29, and found below expectations in quality.

The Missouri crop report for June says the wheat crop is greatly injured by rain. Condition reported at 69, compared with 86 in May, and 99 at harvest last year. Adverse conditions make the actual amount of corn planted at only 75 per cent of the usual crop. Condition for the state of area planted is only 74.

Wheat conditions in Indiana are generally good. Some section report blade rust and fly, but in the face of these factors the outlook is promising. Although corn has been held back by rains, and in many counties the crop has not been planted, farmers over the state do not seem to be discouraged over the outlook for this product. The acreage will be

large and there is promise of a heavy yield. In many counties corn fields need plowing badly and are overrun with weeds.

The New England states have been suffering from drought and grain and hay crops are badly damaged. In Vermont the hay crop is already so far gone that hay is selling at retail in the country at \$20 a ton, an unprecedented price. In New Hampshire hay and grain promise to be almost complete failures.

Corn planting in Wisconsin is now generally completed. Considerable replanting was found necessary in the northern counties on account of poor germination, due to the excessive moisture. In some localities the early plantings are from four to six inches high and have been cultivated for the second time. The crop as a whole is considered in satisfactory condition. Oats, barley and wheat are doing well.

L. Cortelyou, president of the Kansas Grain Dealers' Association, says the wheat crop looks well enough at a glance, but its actual condition is uncertain. Except that the straw is light, there would have been a great deal of "down" wheat as a result of the rains. Mr. Cortelyou thought 75,000,000 bushels a big estimate on the yield. He said 80 per cent of the corn was planted before the rains, and that seeding could not be renewed until June 15. He said the Kansas crop would probably be light and of poor quality, even with the best conditions from now on.

The Illinois bulletin for the week ended June 8 says all corn is not yet planted. The plant above ground has attained a good stand, but much replanting will be necessary. Oats show decided improvement, and grasses have made vigorous growth during the week. Alarming reports have been received from counties bordering on the Mississippi relative to the flood. The extent of the damage cannot be estimated at this time, but thousands of acres of corn and wheat have been submerged and great destruction will ensue. The general condition of wheat is poor.

Wheat in North Dakota is generally strong and vigorous. Oats, rye and barley are doing well in all sections and making a rapid growth. Flax seeding is still in progress, although only scattered fields are left to be sown now. Corn, which has been backward, owing to the cool weather, was greatly improved by the recent warm weather, but is still backward and has a very uneven stand; in some fields it is just coming up in places, while in others it is large enough to cultivate. Some areas in the southeastern part of the state have been replanted, owing to the seed rotting.

According to the Minnesota report for June there is some complaint that seed corn has rotted in the wet soil. Some correspondents think that much of the seed corn was defective. In the southern portions of the state where the low lands were flooded and the level lands very wet, the dry weather has allowed a rapid subsidence of the waters and drying of the soil, so that the preparation of the wet lands for corn, millet, corn fodder and buckwheat has been going on rapidly. The small grains which were suffering from excessive moisture are improving. On the high lands the small grains are in good condition and corn is being cultivated. Rye is in bloom; timothy and winter wheat are heading; clover is coming into blossom; June grass and red top are ready to be cut.

The Ohio report makes the wheat condition 89, a drop of five points from last month. Decline was said to be mostly due to May drought. Rye condition 90. Oats 73. Clover 76. Timothy 73. The dry weather following the seeding of oats was not favorable to germination and a good start, but rains the latter part of May had a most beneficial effect and the oats crop is now looking fairly well, and if favorable weather prevails from this time until harvest, an average product per acre ought to result. Corn planting is still in active progress. Planting is very late, but the hope is entertained that with a few more favorable days an average full acreage will be put in. Owing to the delays and interruptions in plowing for, and planting corn, the crop will start uneven and irregular, but with seasonable weather a good show in growth will soon be made, although the harvest may be late.

The Iowa state report, dated June 8, says in part: Reports are much more encouraging in tone from the larger number of counties. The greater amount of damage by excessive rains and floods has been suffered in the drainage basins of the Des Moines, Iowa and Cedar rivers. The rainfall for the week ending the 8th was generally light, and the work of plowing, planting and replanting corn has been resumed in upland fields in four-fifths of the counties of the state. The present conditions justify the belief that the amount of irreparable damage to crops, thought quite heavy in many localities, will not be as heavy as appeared to be imminent during the height of the floods. The acreage of corn will, of course, be very considerably short of the large area planted in recent years. The oats crop is

becoming quite rank, and the same is measurably true of wheat, barley and clover. J. R. Sage, Iowa director of the government climate and crop service, advises planting corn up to June 20.

The following table exhibits the amount of corn in farmers' hands in the large surplus states on March 1 in the past three years, as reported by the Department of Agriculture:

States—	1903, bu.	1902, bu.	1901, bu.
Ohio	48,643,000	24,094,000	40,618,000
Indiana	73,672,000	27,204,000	59,748,000
Illinois	171,320,000	59,408,000	105,670,000
Iowa	107,167,000	71,382,000	119,285,000
Missouri	137,400,000	11,959,000	68,670,000
Kansas	93,578,000	8,611,000	47,522,000
Nebraska	128,785,000	26,194,000	73,651,000
Total	760,565,000	228,852,000	515,164,000

In South Dakota, except in the extreme southeastern counties, where considerable lowland is still too wet to work, and where, also, there was some damage to corn and some small grain from excessive moisture, corn planting is practically finished. Cultivation of the early planted progressed favorably and the stand is generally fair to very good. The reduced stand is principally due to poor seed, but there is some complaint of damage by cut-worms. The crop is backward generally, and on wet lowlands is not healthy, but the condition improved considerably with the warm weather of the latter part of the week ending June 11. Wheat is in splendid condition and oats and barley are doing nicely.

Preliminary returns to the Statistician of the Department of Agriculture on the acreage of spring wheat sown indicate an area of about 17,257,000 acres, a decrease of 364,000 acres, or 2.1 per cent, from the revised estimate of the acreage sown last year. An increase of 10 per cent in North Dakota is accompanied by a decrease in Minnesota and South Dakota, conservatively estimated at 8 per cent in the former state and 5 per cent in the latter. The average condition of spring wheat on June 1 was 95.9, as compared with 95.4 at the corresponding date late year, 92 on June 1, 1901, and a ten-year average of 92.9. The average condition of winter wheat on June 1 was 82.2, as compared with 92.6 on May 1, 1903, 76.1 on June 1, 1902, 87.8 at the corresponding date in 1901 and a ten-year average of 79.1. The total reported area in oats is about 27,732,000 acres, a reduction of 920,000 acres, or 3.2 per cent, from the area sown last year. The average condition of oats on June 1 was 85.5, against 90.6 on June 1, 1902, 85.3 at the corresponding date in 1901, and a ten-year average of 90.2. The following table shows for the ten principal oat states the acreage compared with last year, on a percentage basis, and the condition on June 1 in each of the last three years, with the ten-year June average.

States.	Acreage compared with last year.	—Condition June 1.—		
		1903.	1902.	Ten-year average.
Illinois	91	79	95	92
Iowa	96	91	98	96
Wisconsin	102	98	100	95
Minnesota	101	95	95	95
Nebraska	102	90	85	85
Indiana	88	79	90	90
New York	99	69	91	93
Pennsylvania	98	77	78	89
Ohio	89	74	82	87
Michigan	96	85	91	90
United States	96.8	85.5	90.6	90.2

The last acreage reported as under barley exceeds that harvested last year by about 330,000 acres, or 7.1 per cent. The average condition of barley is 91.5, against 93.6 on June 1, 1902, 91.0 at the corresponding date in 1901, and a ten-year average of 88.7. The acreage under rye shows a reduction of 3.6 per cent from that harvested last year. The average condition of rye is 90.6, against 88.1 on June 1, 1902, 93.9 at the corresponding date in 1901, and 89.0, the mean of the corresponding averages of the last ten years. The acreage of clover for the country as a whole cannot be satisfactorily determined, but all of the principal clover states except Wisconsin report decreases in acreage, ranging from 1 per cent in Pennsylvania, Michigan, and Illinois to 8 per cent in Iowa and Kansas. The condition of clover exceeds the ten-year average in Iowa, Illinois, Missouri, Kansas and Wisconsin, while New York, Pennsylvania and Ohio show conditions below their ten-year averages.

A press report from North Dakota states that farmers in the vicinity of Valley City report the flax crop to have been seriously injured by recent heavy rains and in some instances it is claimed that it will be necessary to reseed their fields. The trouble seems to be that the effect of the rain was to form a heavy crust on the ground which the flax plant has been unable to penetrate. The flax has sprouted nicely, but when the plant comes to the crust it doubles back and dies.

FIRES--CASUALTIES

U. B. Mannun's elevator at Minonk, Ill., was damaged by lightning on May 25.

Holland Bros.' elevator at Havelock, Nebr., was damaged by lightning on May 21.

Clark Brown's elevator at Bradgate, Iowa, was wrecked by a cyclone on May 24.

The Minnesota Elevator at Struble, Iowa, is reported to have been burned recently.

John F. Shine's hay and grain sheds and stable at Dedham, Mass., were burned on May 13.

C. W. Hartley's grain elevator at Goodland, Ind., was burned recently. The property was insured.

Two grain elevators at Carlock, Ill., were wrecked by a tornado that swept across central Illinois on May 24.

Patty & Coppock's grain elevators at Fletcher, Ohio, were destroyed by fire May 26. The loss is estimated at \$75,000.

The smoke stack on the powerhouse of A. C. Bonawitz & Co.'s elevator at Deshler, Nebr., was blown down recently.

Dansereau Bros.' hay and feed store at Montreal, Que., was burned recently. The loss on the building and contents is estimated at \$1,500.

An elevator belonging to the Way, Johnson-Lee Co. at McIntire, Iowa, was burned recently. About 5,000 bushels of grain was also destroyed.

The new Nye, Schneider, Fowler Co.'s elevator at Arbor, near Lincoln, Nebr., is reported to have been demolished by a tornado on the night of May 25th.

Morgan Bros' grain warehouse at Hamilton, Ont., was damaged by fire May 19. The fire was caused by a spark from a passing locomotive. The loss was small.

An elevator at Shellrock, Iowa, was blown down on the night of May 26 and four laborers who had sought shelter in the structure are reported to have been badly injured.

Frank Heese's elevator at Merrill, Iowa, was twisted from its foundations by a tornado which swept over that place on May 18. Several smaller buildings were demolished.

The Oklahoma City Mill & Elevator Co.'s plant at Oklahoma, Okla., is reported to have been badly damaged and 10,000 bushels of wheat swept away by recent floods in that section.

Fire broke out in the grain elevator at Fertile, Minn., belonging to the Monarch Elevator Co., on the afternoon of May 13, but was promptly extinguished by the fire department. The damage was small.

The Dominion Elevator Co.'s elevator at Nesbitt, Man., was burned at 9:30 o'clock p. m., May 14. The house contained 13,000 bushels of wheat which was also destroyed. The plant was insured for \$3,750.

The elevator of the Nye, Schneider, Fowler Co. at Frost, Minn., was struck by lightning on May 24 and burned to the ground. The loss is \$5,000. The building contained about one car of wheat and one of oats.

A grain and hay storehouse belonging to C. R. Merrill at Manchester, N. H., was destroyed by fire together with its contents on May 11. The loss is \$700, with \$500 insurance. The fire was of incendiary origin.

The M. & N. Elevator at Conway, N. D., was struck by lightning on May 7 and burned. The building had a capacity of 50,000 bushels and was empty and closed for the season. It will be rebuilt in time for the crop this fall.

The Lenzburg Elevator Co. sustained a loss of \$1,500 on May 26 as a result of the roof of its elevator at Lenzburg, Ill., being blown off during a heavy windstorm. About 2,000 bushels of wheat were badly damaged from being soaked by rain.

Herman Bruckman's grain warehouse at Lawrence, Mass., was damaged by fire at 9 o'clock p. m., May 12. The building contained a stock of flour, grain, hay and straw. The loss is \$7,000 with insurance of \$3,600. The cause of the fire is unknown.

The Smith-Hippen Co.'s elevator at Forest City, Ill., was burned at 5 o'clock a. m., May 13. Four cars loaded with grain were also destroyed. The elevator had a capacity of 17,000 bushels and contained about 10,000 bushels of grain at the time of the fire. The fire is supposed to have been caused by sparks from a passing locomotive. The building was valued at \$4,000 and was covered by insurance. The loss on the grain and the amount

of insurance on the same has not been reported. The elevator will be rebuilt at once.

The two-story brick structure at 2917 LaSalle street, Chicago, occupied by G. S. Blakeslee as a feed store and grain warehouse, was destroyed by fire on May 29. Adjoining structures were saved with great difficulty. The loss on the building and contents was \$12,000.

The power house and gin at the Frisco Gin, Mill and Elevator Co.'s plant at Frisco, Texas, were burned on May 17. The fire was beyond control when discovered. The estimated loss is \$6,000, partly covered by insurance. The burned buildings will be rebuilt at once.

The Thorpe Elevator at Gary, Minn., was struck by lightning at 8:20 o'clock p. m., May 25. The building caught fire, but was only slightly damaged as the flames were promptly extinguished by the fire department. A small quantity of wheat was damaged by water.

Garfield Fraser, a small boy employed in the driving house of T. M. Fowler's & Sons's Elevator at Campbellford, Ont., fell into a large grain bin on June 4 and was smothered to death. The force of the grain flowing to the bin below carried him into the chute and he died before he could be rescued.

Joe Shedliski, an employe in the Peavey Elevator at South Chicago, Ill., was seriously injured on May 23. He was unloading a grain car when a switch engine ran into it, throwing him against the opposite side of the car. His head was badly cut, his body was severely bruised and serious internal injuries are feared.

The Clinton Grain Co.'s elevator at Clinton, Iowa, was destroyed by fire at 11 o'clock p. m., May 12. The fire is reported to have been caused by spontaneous combustion. About 8,000 bushels of grain was also destroyed. The loss is estimated at \$35,000 with insurance of \$20,000. The elevator will be immediately rebuilt.

The St. Anthony & Dakota Elevator Co.'s plant at Walhalla, N. D., was slightly damaged by fire and narrowly escaped destruction on May 18. A leaking gasoline pipe caught fire, but the prompt action of Agent Cunningham and his helpers in extinguishing the flames was all that prevented a serious conflagration.

W. K. Kimball's grain warehouse at Rochester, N. H., was damaged by fire on June 2. The fire was caused by sparks from a locomotive and was quickly extinguished by the fire department. The damage to the building was slight, but a quantity of grain was damaged by smoke and water. The loss is covered by insurance.

The Northern Elevator Co.'s 25,000-bushel elevator at Gainsboro, Man., was burned on May 29. The elevator contained 4,000 bushels of wheat. Insurance to the amount of \$4,000 was carried on the building and machinery. The cause of the fire is unknown, but is supposed to have been caused by a hot journal in the cupola.

John Hanlon, engineer at the Sun elevator at Independence, Mo., was drowned recently while aiding in the work of rescue of flood victims in that city. He had rescued several women from a box car and was returning for provisions when he was caught in a torrent of swiftly running water and was swept away. He leaves a family at St. Joseph, Mo.

The Globe factory building at Rockford, Ill., occupied by H. W. Buckbee as a seed warehouse, was destroyed by fire on June 4. The building contained a large quantity of flower and garden seeds and Mr. Buckbee's loss is estimated at \$100,000, with insurance of \$78,000. The building was owned by the Manufacturers' National Bank and was insured for \$8,000.

James E. Parr's elevator at Crystal City, Man., burned to the ground on June 2. The fire started in the engine room and a few minutes after it was discovered the whole building was in flames. The elevator contained a considerable quantity of grain. The insurance on the plant is said to have expired a few days previous to the fire and the building and contents are a total loss.

Herman Edwards, the 14-year-old son of Dr. C. L. Edwards of Sebree, Ky., was smothered in a wheat bin in J. B. Ramsey's elevator at that place on May 20. He had climbed into the bin and had caught his foot in the chute and being unable to get out sent his companion, the son of Mr. Ramsey, for assistance, but before he was found by the rescuers he had been suffocated by the falling wheat.

S. M. Isbell & Co.'s bean elevator at Jackson, Mich., was burned at midnight June 9. The fire started in the room containing the electric motor used to operate the bean picking machinery and is thought to have been caused by defective electric wiring. The fire was discovered by the watchman who turned in an alarm. The elevator together with thousands of bushels of beans and the machinery for elevating and picking are said to be practically a total loss. The loss is estimated

at from \$50,000 to \$60,000. The amount of insurance carried has not been learned. Thirty girls employed in the picking department are thrown out of employment.

Michael Maloney, floor manager at one of the large elevators at the foot of South Water street, Chicago, was fatally injured while superintending the unloading of a carload of grain May 27, and died in an ambulance. He was 50 years of age and was married.

The Local Grain Co.'s elevator at Beatrice, Nebr., was damaged to the extent of \$2,500 at 5:30 o'clock p. m., May 26. The fire started in the cupola and the cause is not known. The elevator contained about 2,000 bushels of grain which was badly damaged by smoke and water. The loss is fully covered by insurance.

The elevator belonging to the Northwestern Elevator Co. at Sterling, Ill., was destroyed by fire at 11 o'clock p. m., May 25. The fire was discovered by the night watchman and is thought to have been of incendiary origin. The elevator contained 5,000 bushels of oats and considerable other grain, all of which was destroyed. A strong wind was blowing at the time of the fire and adjoining property was with difficulty saved from destruction.

Fire at Newburyport, Mass., on May 16, destroyed the old freight house owned by the Boston & Maine Railroad and leased by Hale Knight for the storage of flour, grain, hay and straw. The freight house is only 30 feet distant from the flour mill and elevator owned by Mr. Knight and the latter buildings were with great difficulty saved from destruction. The loss on the building is estimated at \$2,000 and is probably covered by insurance. The contents were valued at \$3,000 and insured for \$2,500. The fire is said to have been of incendiary origin.

The Merchants' Elevator at Kansas City, Mo., owned by the Armour interests and operated by the Hall & Robinson Commission Co., was destroyed by fire at 10:30 o'clock a. m., May 28. The elevator had a capacity of 125,000 bushels, but there was only about 10,000 bushels of wheat in the bins at the time of the fire. The fire started in the upper part of the elevator and had gained considerable headway when discovered. The loss on the building and machinery is about \$22,000 and \$8,000 on the contents. The insurance is about \$18,000.

The 35,000-bushel elevator owned by the Ogilvie Flour Mills Co., Ltd., and John Wake's 10,000-bushel elevator, at Minnedosa, Man., were destroyed by fire recently. The Ogilvie Flour Mill Co.'s house contained 20,000 bushels of grain and the Wake Elevator contained about 2,000 bushels. The fire started from a camp fire on the prairie which spread to the Canadian Pacific stock yards and from there to the elevators. Several adjoining buildings also were damaged. The total loss was \$100,000. There is said to have been no insurance on the burned elevators.

The plants of the White Cloud Milling and Elevator Co. and the J. H. Lynds Grain and Elevator Co. at White Cloud, Kans., were totally destroyed by fire on the night of May 20. The fire was caused by a bolt of lightning striking the White Cloud Milling and Elevator Co.'s elevator during a severe electrical storm. The loss of the two companies will aggregate from \$25,000 to \$30,000. The White Cloud Milling and Elevator Co. carried insurance on its plant to the amount of \$7,000 and the Lynds Grain and Elevator Co. had \$6,400 insurance. The question of rebuilding has not been decided.

An elevator at Mayview, Ill., owned by the Zorn Grain Co. of Bloomington, Ill., burned at 3 o'clock a. m., May 18. The fire is said to have been started by tramps and was discovered by the engineer of the Big Four passenger train who gave the alarm, and detaching his engine from the passenger coaches, he shoved several freight cars loaded with grain away from the elevator and out of danger. Nothing could be done to save the elevator, as there is no fire protection at Mayview. The recently completed residence of Marion Peters, the local agent for the Zorn Grain Co., which was located near the elevator, was also destroyed. The burned elevator had a capacity of 35,000 bushels, but contained only about 12,000 bushels of shelled corn and oats. The loss on the elevator is estimated at \$10,000 partially covered by insurance. Mr. Peters' residence was valued at \$1,500 and was not insured. The elevator will be rebuilt at once and will have a much larger capacity than before.

THE MICHIGAN CENTRAL RAILWAY TO BATTLE CREEK.

For the meeting of Michigan Grain Dealers at Battle Creek, Mich., June 25, 1903, take Michigan Central Railroad, "The Niagara Falls Route." Seven trains daily. Equipment and service unsurpassed. Send for Michigan Central's Summer Tours. O. W. Ruggles, Gen'l. Pass. & Ticket Agent, Chicago.

PERSONAL

Alfred Anderson has taken charge of the new 50,000-bushel St. Anthony and Dakota Elevator at Hoople, N. D.

Nels J. Bode has resigned his position as manager of the Nye, Schneider, Fowler Co.'s elevator at Stout, Iowa.

Charles S. Bash, a well known commission man and grain dealer of Fort Wayne, Ind., has been elected school trustee in that city.

G. A. Paton will take charge of the Farmer's Elevator and Fuel Co.'s elevator at Redwood Falls, Minn., as buyer and agent, on July 1.

W. W. Kingsbury, who has been in charge of the Benson Grain Co.'s elevator at Butterfield, Minn., has been transferred to one of the company's Nebraska houses.

A. W. Jones has severed his connection with the Practical Milling Co., at Shenandoah, Iowa, and has gone to Oklahoma, where he will engage in the grain business.

John A. Wilson of Forest River, N. D., has gone to Winnipeg, Man., to assist in the construction work of the Andrews-Gage Co.'s new line of elevators in the Canadian Northwest.

A. D. Robeson, Manager of the McCord Elevator at Barnes, Ill., and Miss Maude Postlewait were united in marriage at the residence of the bride near Bloomington, Ill., on May 27.

J. W. Overacker has resigned his position with the Farmers' Elevator Co. at Leonard, Ill., and has taken charge as manager of C. H. Rumley's grain and coal business at Buckley, Ill.

C. N. Buckhart has resigned as superintendent of the Imperial Elevator Co. at Hallock, Minn., and has accepted a position in North Dakota. He is succeeded by J. O'Brien of Owatonna, Minn.

Gelt Saxma has resigned his position in F. W. Stine & Co.'s elevator at Gilman, Ill., and has accepted the position of bookkeeper and assistant manager for the Farmers' Elevator Co. at Leonard, Ill.

Ray L. Erickson, who has been manager of the Milligan Elevator at Wayne, Nebr., has been transferred to Emerson, Nebr., and will take charge of the house at that place for the company which recently purchased the Milligan line of elevators.

L. A. Fuller of Kansas City, Mo., has been appointed manager of the Kansas City branch house of Charles Counselman & Co. of Chicago, to succeed M. S. Grier, who recently resigned on account of ill health. Mr. Fuller will have charge of the Rock Island elevator at Armourdale. He has been connected with the firm for several years, acting as floor salesman and buyer at the Board of Trade.

OBITUARY

George W. P. Jerrard, formerly in the seed business at Bangor, Me., died recently in a hospital at Portland, Me., where he had gone for treatment. Mr. Jerrard had been in poor health for some time.

J. D. Hagan, grain buyer for the Skewis-Moen Co. at Okabena, Minn., died May 26, by his own hand. Mr. Hagan is said to have been the victim of an unfortunate love affair and, being despondent, blew out his brains with a shotgun.

George E. Thayer, president of the Thayer Commission Co., died at his home in Kansas City, Mo., June 1, of heart failure. The deceased was a member of the Kansas City Board of Trade and one of the veteran grain men of that body.

R. S. Worthington, assistant secretary of the Chicago Board of Trade, died at his home in Oak Park, Ill., May 23. Mr. Worthington was 73 years of age and had been a resident of Chicago for fifty years and assistant secretary of the Board of Trade for fifteen years. Previous to holding the position of assistant secretary Mr. Worthington was the secretary of the real estate managers of the Board of Trade Association.

David Robertson, a prominent member of the Montreal Board of Trade and the Corn Exchange, died at his home in Montreal, Que., May 18, after an illness of several weeks. The deceased was born in Lochee, near Dundee, Scotland, in 1839 and came to Canada in 1866, starting in the grain and flour business at Montreal under the firm name of David Robertson & Co. The firm is still in existence with officers in the Montreal Board of Trade building. He had held several offices in the Corn Exchange and was treasurer of that body from

1886 to 1893. He is survived by his wife, two sons and a daughter.

Thomas Whitney, who had been a prominent grain merchant in Milwaukee and Chicago for many years, died at his residence, 2516 Indiana avenue, Chicago, Ill., May 12. The deceased was born in Cambridge, Mass., but came West in his early youth. He was identified with the early politics of Michigan as a member of the state senate and later lived in Milwaukee many years before making his permanent residence in Chicago. He was engaged extensively in the grain trade of Chicago between 1865 and 1880, having been a well known and active member of the Chicago Board of Trade. He then resided in New York for a short time, during which period he held a membership in the New York Produce Exchange.

Joseph Gafford, president of the Iowa Grain and Produce Co., of Burlington, Iowa, died suddenly at Mercy Hospital, in that city, on June 2. His health had been failing for some time, but he had been able to attend to his business affairs and was sitting in a chair reading when he was stricken with apoplexy. Mr. Gafford was born at Baltimore, Ohio, in 1834, and went to Burlington in 1879, after spending several years in St. Louis, Mo., and Keokuk, Iowa. He had been engaged in the grain business for many years and was a member of the Commercial Exchange. At one time he was manager of the Burlington Street Railway and was also for a number of years president of the Burlington Driving Association. The deceased is survived by three sons and one daughter.

Thomas J. Tone, a native of Berwyn, N. Y., and one of its most prominent citizens, died recently at his home in that city, aged 72 years. When a young man he went to Clayville, Ky., where he remained until 1867, when he returned to Bergen and formed a partnership with A. T. Southworth in the grain and coal business, which continued until 1880, when their elevator was burned which resulted in the partnership being dissolved. Mr. Tone erected an elevator and continued the business, and in 1898 built a flouring mill which he operated until last year, when he was forced by declining health to give up active business life. He held several offices of trust in his community and was prominent in church circles. His wife, two sons and one daughter survive him.

SEEDS

The Farmers' Seed Co. at Atchison, Kans., is reported to have discontinued business.

The John R. Watts Seed Co. of Louisville, Ky., has changed its name to National Seed Co.

M. B. Sherwood, the Brasher, Mo., seed and implement dealer, has moved into larger quarters.

Thomas and J. L. Carney have incorporated as the Carney Seed Co. at Dayton, Ohio, to deal in seeds, implements and vehicles.

Prices of seeds are said to have greatly advanced in Missouri on account of killing frosts early in May, making replanting of garden seeds a necessity.

The J. N. Neil Company was incorporated in May with a capital of \$10,000 for the purpose of dealing in seeds, fertilizers, nursery stock, implements, etc., at Charleston, W. Va.

Thomas F. Hill, a dealer in seeds and plants, doing business as William Hill & Son, at Malden, Mass., has filed a petition in bankruptcy. His debts amount to \$2,027.61 and his assets are given at \$494.97.

The Chin Ah Coon Seed Growing Co. has been incorporated at Sunnyvale, Cal., with a capital stock of \$10,000. The incorporators are C. P. Braslau and Charles C. Navlet, of San Jose, Cal.; Chin Ah Coon, of Sunnyvale, Cal., and F. A. Wilcox, of San Jose, Cal.

Ernest Reel, who has been manager of S. Courteen's seed house at Milwaukee, Wis., for the past five years, has entered into the wholesale seed business with Frank Hase, under the name of the Wisconsin Seed Co. The new concern has leased an office and warehouse on West Water street in that city.

A press report from Washington, D. C., recently, states that the United States government is endeavoring to expose a unique and daring fraud on the part of seedmen in America and Europe and that the Agricultural Department has issued a pamphlet on the subject. By advertising pearl millet, which sells at 15 cents per pound, as a newly propagated grass of marvelous quality, dealers are said to be selling this seed at no less than \$3 per pound. They call it "pencilariae" and "the wonder forage plant." The investigations made are said to reveal the fact that the fraud in America is tame compared to that practiced with this seed

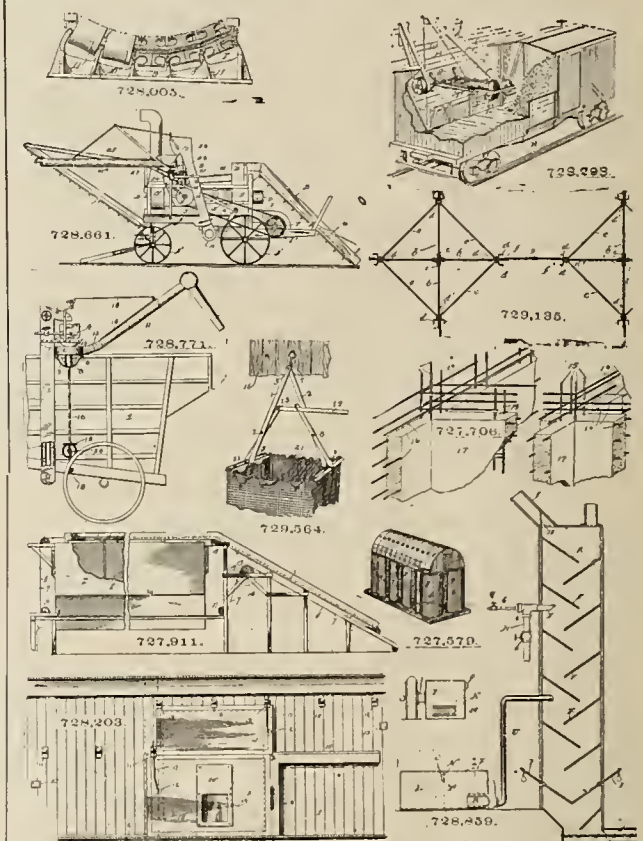
this spring in Germany. There it is heralded as a new plant, imported from America, and is sold, not by the pound, but actually by the seed. The German dealers are selling it at a rate of \$62 per pound, five pounds being required to an acre. The Department of Agriculture states that pearl millet has been grown in this country for the last thirty years and that it is known under favorable conditions, particularly in the Southern states, to yield a large amount of green fodder. If utilized before the plant is mature, the fodder is palatable, but if the plant be allowed to become woody it is of little value. The most important difficulty in connection with its cultivation lies in the fact that the seed is unreliable and many of those who experimented with it have failed to secure a satisfactory stand. The department has grown a crop experimentally for a number of years, and last season obtained seed from all the seedsmen in the country, not only under the name of pearl millet, but in the name of pencilariae and Maud's "Wonder forage plant." All proved to be practically the same thing.

LATE PATENTS

Issued on May 12, 1903.

Construction of Buildings.—George G. Bonus, Chicago, Ill., assignor to Hannah L. Bonus, Chicago, Ill. Filed Feb. 12, 1902. No. 727,579. See cut.

Elevator or Storage Bin Construction.—Bernhard H. Stahr, Minneapolis, Minn. Filed March 18, 1902. No. 727,706. See cut.



Conveyor.—Henry M. Crites, Circleville, Ohio. Filed Dec. 26, 1902. No. 727,911. See cut.

Support For Conveyor Belts.—George C. Plummer, Philadelphia, Pa., assignor to Main Belting Company. Filed Feb. 11, 1903. No. 728,005. See cut.

Bag Holder.—Elmer E. Jenkins, Rochester, Minn. Filed Aug. 13, 1902. No. 728,110.

Issued on May 19, 1903.

Grain Car Door.—Josiah W. Church and Michael J. O'Gorman, Wylie, Texas. Filed April 9, 1902. No. 728,203. See cut.

Car Loader.—Earl H. Reynolds, Sterling, Ill. Filed April 10, 1901. No. 728,298. See cut.

Car Mover.—Andrew J. Maine, Appleton, Wis. Filed Sept. 8, 1902. No. 728,484.

Corn Sheller.—Andrew H. Berns and Herman A. Berns, Chebanse, Ill. Filed Jan. 27, 1902. No. 728,661. See cut.

Grain Elevator.—James B. Schumen, Indianapolis, Ind. Filed Aug. 20, 1902. No. 728,771. See cut.

Issued on May 26, 1903.

Grain Heating and Drying Apparatus.—Harry J. Caldwell and James R. Barr, Earl Park, Ind. Filed Sept. 18, 1902. No. 728,859. See cut.

Grain Car Door.—Frank R. Finberg, Clinton, Minn. Filed Feb. 27, 1903. No. 729,052.

Grain Elevator Construction.—Isidore Cohen, Chicago, Ill. Filed March 20, 1903. No. 729,135. See cut.

Issued on June 2, 1903.

Sack Holder.—Peter J. Fijellman, Duluth, Minn. Filed Nov. 28, 1902. No. 729,564. See cut.

Grain Screen and Riddle.—George H. Mood and Edwin R. Lyman, Colfax, Wash. Filed June 11, 1901. No. 728,883.

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

KANSAS ELEVATORS.

Elevators for sale in Kansas. Address
E. J. SMILEY, 37 Crawford Bldg., Topeka, Kans.

SMALL ELEVATOR

For sale. Good live stock business in connection.
Inquire of

P. M. HOWARD, Harcourt, Iowa.

STRONG SCALES.

For elevators and mills. The best is the cheapest,
write to-day.

GOVERNMENT STANDARD SCALE WORKS,
Terre Haute, Ind.

FOR SALE.

Olds Gas Engine, 25-horsepower, practically new,
at a bargain. Address

J. H. QUADLAND, 937 S. Albany Ave., Chicago,
Ill.

SCALES FOR SALE.

Scales for elevators, mills, or for hay, grain or
stock; new or second-hand at lowest prices. Lists
free.

CHICAGO SCALE CO., 299 Jackson Boulevard,
Chicago, Ill.

FOR SALE.

We have a large stock of boilers, engines, steam
pumps and pulleys for sale. Write for specifica-
tions and prices to

PHILIP SMITH, Sidney, Ohio.

ELEVATORS FOR SALE.

A line of elevators on the Illinois Central in
the corn belt for sale. Will sell all together or
separately. Address

T. C. GRADY, Maroa, Ill.

FOR SALE.

Eight-horsepower Olds Gasoline Engine for \$325;
used only a few months. Want 25 to 40-horsepower
steam or gasoline engine of same or other good
make. Address

A. M. SWAIN, Seward, Nebr.

DO YOU NEED HELP?

Through this department we have helped a great
many grain men to sell or rent their grain elevators
or sell their second-hand machinery, etc. We can
help you. Send your advertisement to-day for in-
sertion in our next issue.

FOR SALE.

Grain elevator in Ohio for sale, 15,000 bushels
capacity, up-to-date; 8-room house; one acre ground.
In fine farming country. Handles 125,000 bushels
grain per year. Cash sales on flour, feed, coal and
implements \$45,000 per year. A great money mak-
er. In live town; two banks, high school, 5 church-
es, electrical street car line, beautiful place to live.
Here is a snap for the right man. Address

BOX 358, New Carlisle, Ohio.

FOR SALE.

Corn mill; one double stand rolls for meal; one
large size Bowsher Feed Mill; one Marseilles Dust-
less Corn Sheller; one meal bolt; storage for about
5,000 bus. corn; wagon scales; 35-horsepower steam
engine using natural gas for fuel at low price.
Southern Kansas town 6,000 population; two men
operates; profits \$2,000 to \$3,000 yearly. Price
\$3,500. Write for particulars. Address

U., Box 4, care "American Elevator and Grain
Trade," Chicago, Ill.

FOR SALE.

A line of 7 well located country elevators in
Kansas. All or some cash, and terms to suit. Good
reason for selling. Best of crop prospects. Write
for particulars if you mean business. Address

D., Box 4, care "American Elevator and Grain
Trade," Chicago, Ill.

FOR SALE.

Two elevators in Northern Indiana. One on the
main line of the P., F. W. & C. R. R., the other
on the Vandalia. Located in good residence towns
and in the grain producing section of Indiana. Ad-
dress

PLYMOUTH NOVELTY MFG. CO., Plymouth,
Ind.

FOR SALE.

Good local and transit transfer cleaning elevator,
about 25,000 bushels' capacity; 60,000-pound hopper
scale; power unloading scoop; cleaning and scour-
ing machine; good mixing arrangement; large feed
and cornmeal rolls; 75-horsepower steam engine;
wagon scales; wagon dump; good track room for
cars; coal bins. Good local trade in coal and feed.
Best grain section of Kansas. Best of reasons for
selling. Price \$6,650. Address

K., Box 4, care "American Elevator and Grain
Trade," Chicago, Ill.

POWER PLANT FOR SALE.

Consisting of the following machinery:

One 14x36 Sioux Corliss Engine.

Two 48-inch by 16-inch tubular boilers, now car-
rying 100 pounds pressure.

Two duplex boiler feed pumps.

One feed water heater.

One steel water tank.

All piping connecting above machinery included.

Plant can be seen running at our elevators at
Minneapolis. Can make delivery of the above
goods in the month of July. For price write

CONCRETE ELEVATOR CO., Minneapolis, Minn.

Miscellaneous & Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

GRAIN WANTED.

Wanted—Feed barley and new No. 2 and No. 3
rye.

W. H. SMALL & CO., Evansville, Ind.

FOR EXCHANGE.

A 320-acre farm in Cass County, Illinois, for a
good elevator. Address

COON BROS., Rantoul, Ill.

GASOLINE ENGINES.

Gasoline engines for sale or exchange for Min-
nesota or Dakota lands. Address

McDONALD, 36 W. Randolph St., Chicago.

POSITION WANTED

By man of thirty, of good habits, who knows
grain and grain business. Am experienced buyer
and successful traveling superintendent. Can plan
and execute repairs and building. Address

J. E., Box 6, care "American Elevator and Grain
Trade," Chicago, Ill.

INCREASED CAPITAL WANTED.

An old establish grain firm doing a good station
business in Kansas and Missouri desires to in-
crease capital stock \$20,000 or \$30,000, and furnish
positions as bookkeeper and traveling manager of
station agents, to one or two parties. Best of re-
ference given and required. Address

X., Box 4, care "American Elevator and Grain
Trade," Chicago, Ill.

MALT HOUSE WANTED.

Wanted, to rent, a good malt house in a favor-
able location. Address, giving full particulars,
H. O., Box 6, care "American Elevator and Grain
Trade," Chicago, Ill.

WANTED.

By experienced man, with good western future
and consignment trade, position as solicitor for good
grain firm. Address

B. A., Box 6, care "American Elevator and Grain
Trade," Chicago, Ill.

WHAT HE WANTS.

The advertiser wants to place his advertisement
before a good class of buyers and before a large
class of buyers. This service the "American Ele-
vator and Grain Trade" gives the advertiser. It
introduces him to a good class of buyers and to
a large class of buyers. Place your advertisement
in this department and be convinced.

WANTED.

A reliable, steady millwright. One who can han-
dle a two-hundred-thousand-bushel capacity grain
elevator; keep shafting and machinery in repair.
Also keep account of in-going and out-going weights
of cars. Single man preferred. Elevator located in
Pennsylvania. State terms and whether married
or single. Address

D., Box 5, care "American Elevator & Grain
Trade," Chicago, Ill.

ELEVATOR MACHINERY AND SUPPLIES.

Persons building or remodeling grain elevators
should write for our catalog of machinery and sup-
plies, which describes the "Ohio" Sheller, Smith's
Improved Chain Drag Feeder, Smith's Overhead
Wagon Dump, Elevator Head and Self-Cleaning
Boot, Marquis Ear Corn Feeder, Cast Iron Pulleys,
Wood Pulleys, Sprocket Wheels, Hangers, Shafting,
Belting, etc. I also manufacture Saw Dust, Tupper
and Straight Bar furnace grates.

PHILIP SMITH, Sidney, O.

Burlap Bags!! Grain Bags!!

ALL SIZES MADE TO ORDER.

W. J. JOHNSTON, 182 Jackson St., Chicago.

ROOFING AND SIDING.

STRUCTURAL IRON AND STEEL,



Roof Trusses,
Metal Roofing and
Siding.
Manufacturers of
complete Fire
Proof Iron and
Steel Construct on.
Write for Catalog.

THE GARRY IRON & STEEL CO.,
CLEVELAND, OHIO.

Manufacturers Mortar Colors and Mineral Paints.

SYKES STEEL ROOFING CO.

611 So. Morgan Street, Chicago

Makers of FIRE-PROOF WINDOWS



WE manufacture all gauges of corrugated
iron, either painted or galvanized. We
make Patent Cap Roofing, Roll Cap Roof-
ing, "V" Crimped Roofing, Metal Ceilings,
etc., etc. We make a specialty of

Corrugated Iron and
Metal Roofing
For Grain Elevators

And take contracts either for material alone or job com-
pleted. Write us for prices. We can save you money.

LEADING DEALERS IN HAY, STRAW, ETC.

REFERENCE: National Newark Banking Co.

F. A. CHAMPLIN & CO.

BUYERS AND DISTRIBUTERS OF
GRAIN, HAY AND MILL FEED
22 CLINTON STREET, NEWARK, N. J.
Correspondence with Western dealers solicited.
Liberal advances on consignments.

JONAS F. EBY & SON

WHOLESALE
GRAIN, FEED, HAY AND STRAW
205-207 WOOLWORTH BUILDING
LANCASTER, PA.

CHAS. ENGLAND & CO.

GRAIN AND HAY

BALTIMORE, MARYLAND

BROKER

COMMISSION

GEO. T. KING
RICHMOND, VA.

HAY, GRAIN AND FLOUR.
SOLICITS GOOD ACCOUNTS.
ADVANCES MADE.

MEMBER
National Hay Association
Grain Dealers' National Association
Richmond Grain and Cotton Exchange

REFERENCE:
NATIONAL
BANK
OF VIRGINIA

HENRY HEILE & SONS

CINCINNATI, OHIO

Receivers and
Shippers of.. HAY, GRAIN and FEED

Warehouses and Elevators at Cincinnati, Ohio,
Covington, Newport and Latonia, Ky.

W. GRAHAM BISHOP

JOHN M. FRISCH

W. G. BISHOP & CO.,
HAY, GRAIN,
COMMISSION MERCHANTS,

REFERENCES: 316 NORTH STREET,
Cashier First National Bank of Baltimore, BALTIMORE, MD.
Dun, Bradstreet.

SHIP YOUR GRAIN AND HAY TO
JOHN MULLALLY
COMMISSION CO.

405 AND 406 CHAMBER OF COMMERCE
ST. LOUIS, MO.

Established 1864

Incorporated 1878

SHANKS, PHILLIPS & CO.,
WHOLESALE GRAIN
AND HAY DEALERS
CONSIGNMENTS SOLICITED.

MEMBERS:
Memphis Merchants' Exchange.
National Hay Association.
Grain Dealers' National Association. MEMPHIS, TENN.

MACKENZIE & WINSLOW

COMMISSION MERCHANTS, MILLERS

AND DEALERS IN

GRAIN, HAY AND STRAW
FALL RIVER, MASS.

CORRESPONDENCE SOLICITED.

DANIEL McCAFFREY'S SONS CO.,

Leading Hay Dealers

PITTSBURG, PA.

Established 1867.

Reference: Duquesne National Bank.

CONSIGNMENTS SOLICITED.

JOHN L. DEXTER & CO.

Hay and Straw.

SHIPMENT VIA ANY ROUTE.

Detroit, Mich.

BENEDICT COMMISSION CO., Ltd.

H. W. BENEDICT, Vice-President and General Manager

WHOLESALE HAY AND GRAIN,
COMMISSION MERCHANTS

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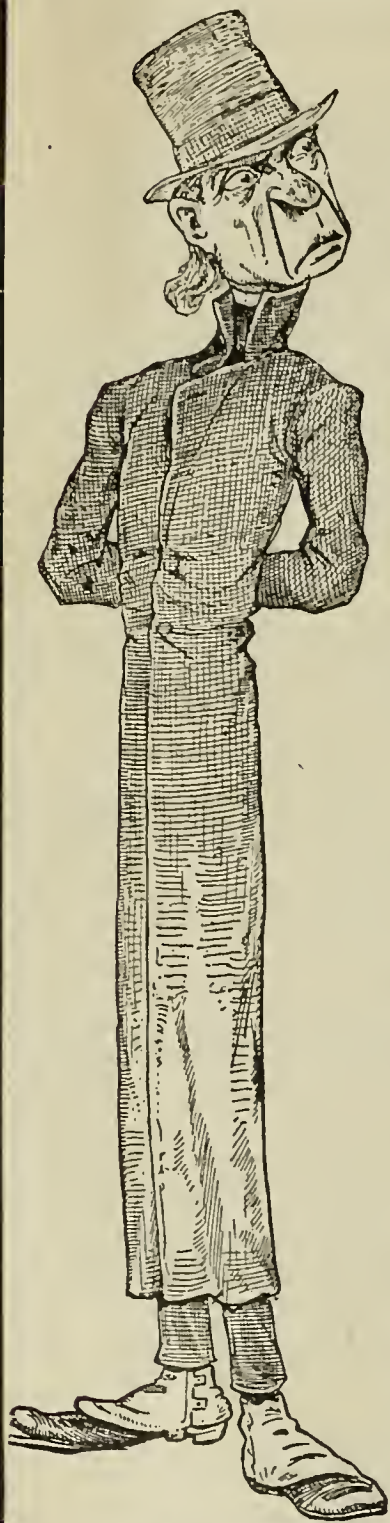
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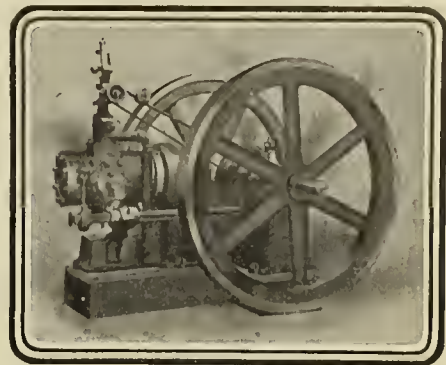
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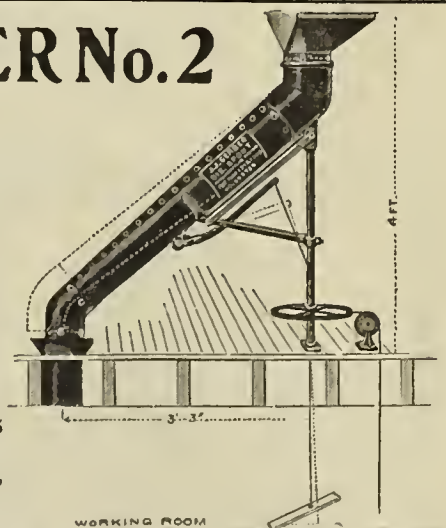
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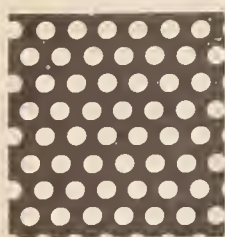


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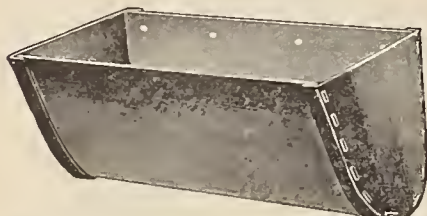
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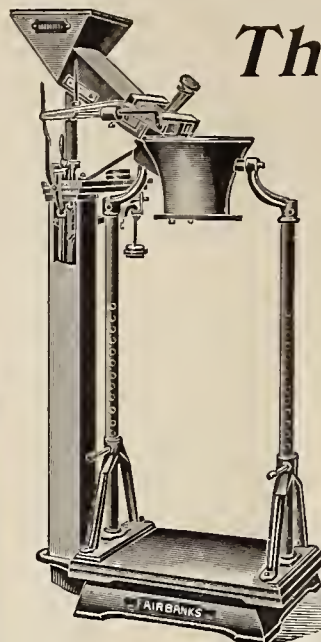
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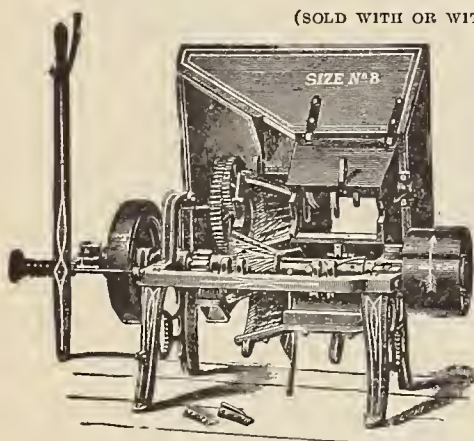
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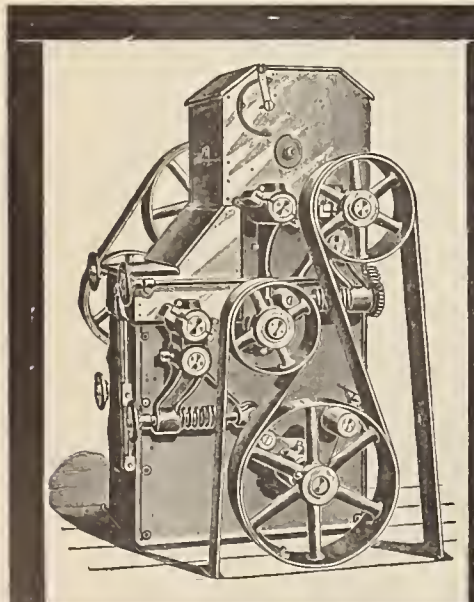
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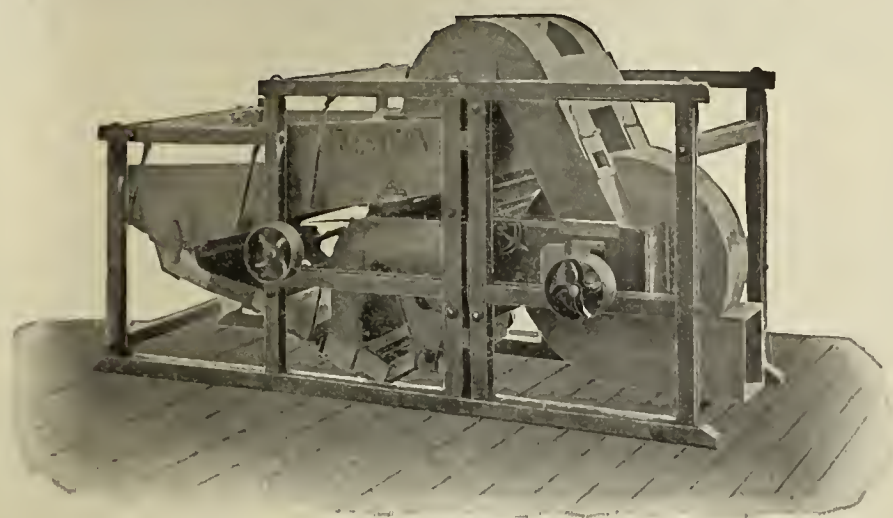
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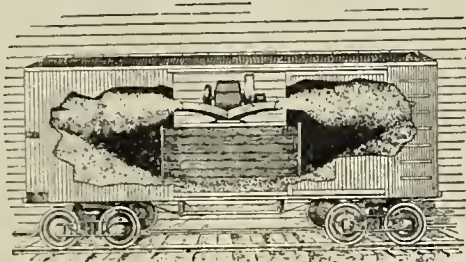
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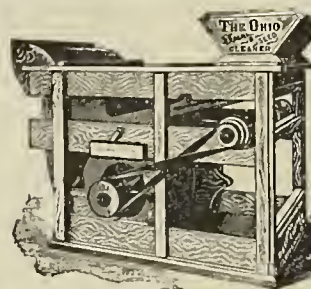
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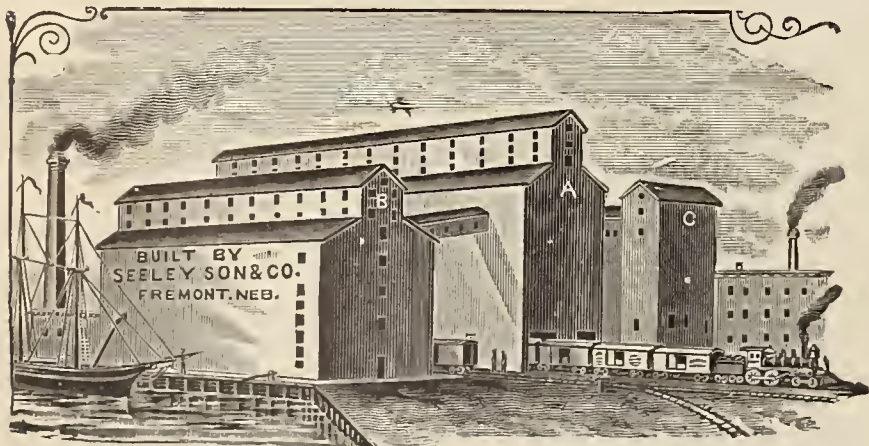
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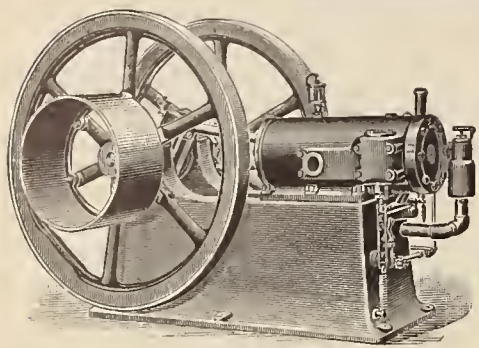
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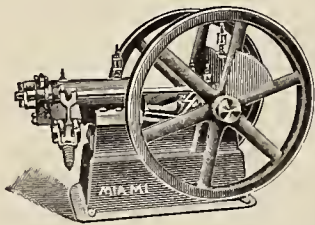
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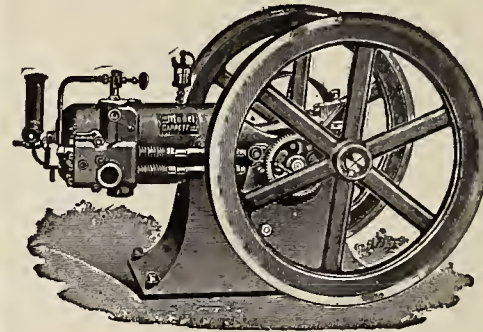
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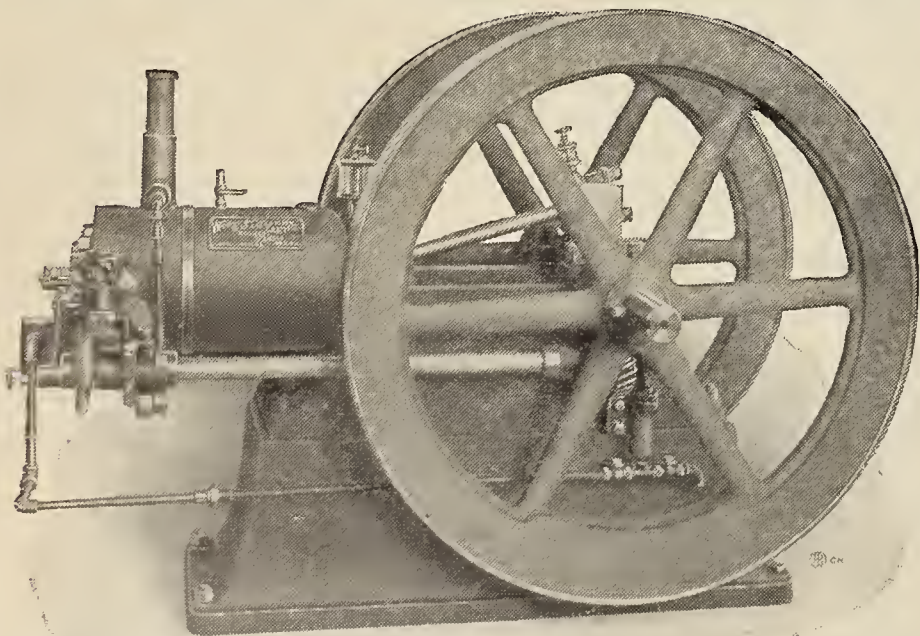
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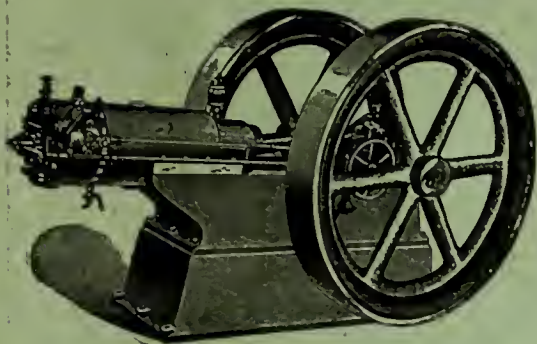
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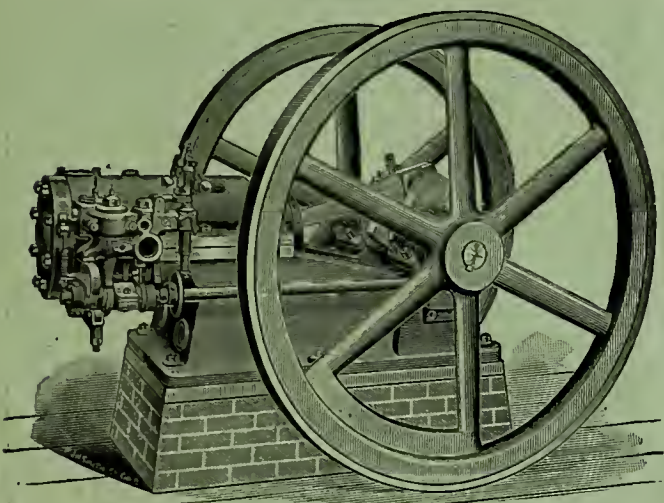
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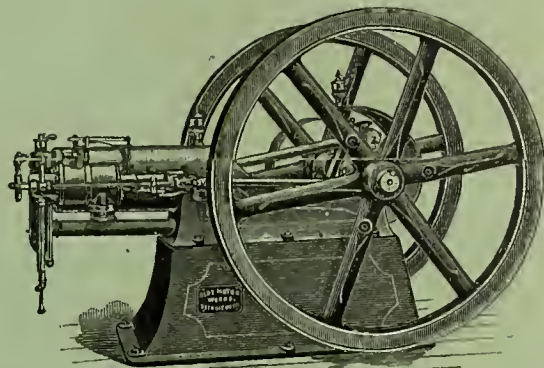
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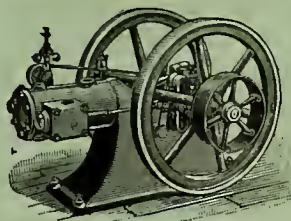


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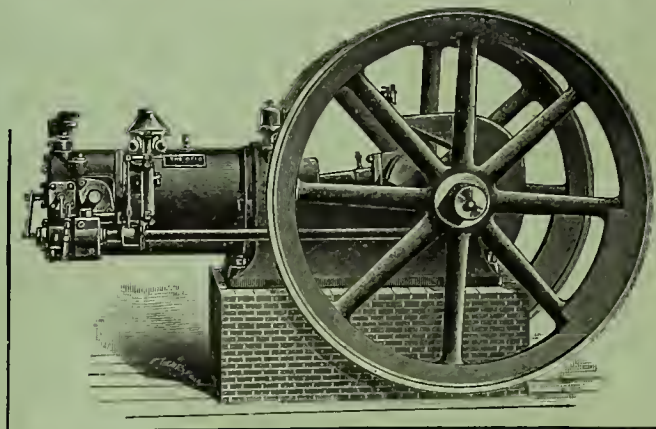
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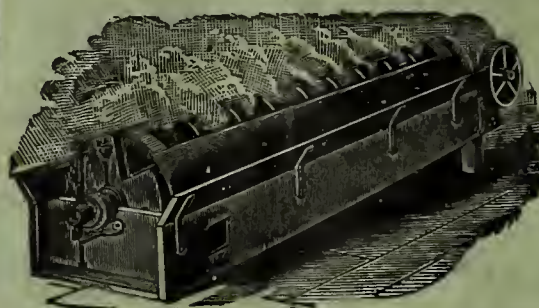
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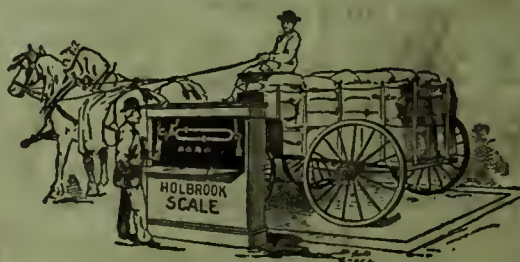
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